## COMMERCIAL MOTOR

FRIDAY, OCTOBER 13, 1961 ONE SHILLING

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NOW WITH OPTIONAL 5-SPEED GEARBOX!

New 5-speed gearbox with direct drive gives the Trader Tipper greater pulling power on tough sites. Overdrive version gives 10-ton Trader Artic greater economy. Both tipper and artic get more stopping power from Hydrovac braking (now available on all Traders).

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TOUGH JOBS CALL FOR THAMES TRADERS BY FORD OF BRITAIN

#### TRAVELLING WITH SAFETY

It's no coincidence that the majority of British Commercial vehicles are Girling-equipped, for nothing but the best is good enough for the giants of the road. Yours is the responsibility to maintain this equipment at peak efficiency. Insist that vehicles have regular brake checks and always use Genuine Girling replacement parts. It's the only way to be certain of safety.

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With Commer 'Walk-Thru' 11, and 2 ton vans, bulky packages can be easily carried straight from the full capacity load compartment to the customers, without obstruction. They are designed to ease loading and unloading - to reduce driver fatigue - to speed your deliveries - to cut your costs!

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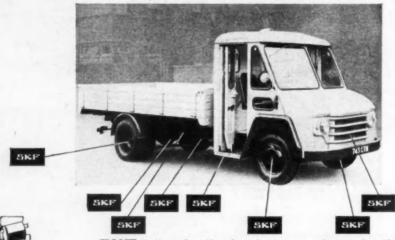
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'WALK-THRU' range there are

## SKF

bearings





new Commer 'walk-thru' models. These bearings were selected from the comprehensive range that **SKF** produce—a range which is constantly being developed to anticipate vehicle manufacturers' exacting requirements.

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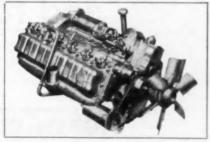
#### with the NEW 'Six-354' horizontal direct-injection diesel engine

BUILT to the most exacting quality standards and fitted with the new 'Six-354' diesel engine which provides an excellent reserve of power, this new 7 tonner handles tough loads over rough roads with superb assurance. Designed for simplified servicing, easily manoeuvrable, and affording first-class driver comfort, the new model is available with three wheelbases ranging from 9'7" to 13'6". Specification includes a robust four-speed synchromesh gearbox; deep-section, high tensile steel frame; semi-elliptic springs, powerful hydraulic 'Hydrovac' brakes, and 8.25-20 tyres. 'Eaton' two-speed rear axle and five-speed gearbox are optional extras.

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COUNTRY-WIDE PARTS AND
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CHASSIS/CAB FROM

£1,298



Giving long periods of trouble-free service at minimum cost, the new horizontal 'Six-354' diesel engine, a six-cylinder direct-injection unit developing 108 b.h.p., produces greater power than any other unit of comparable weight and is a worthy addition to the already renouned range of Commer power plants.

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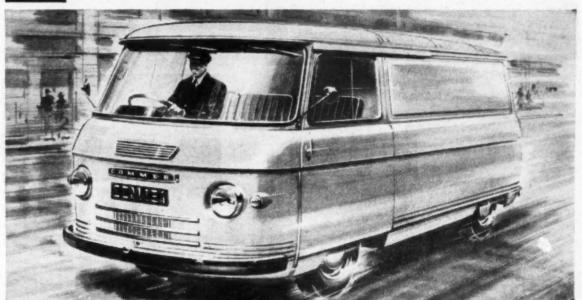
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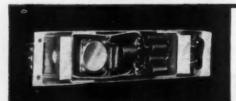


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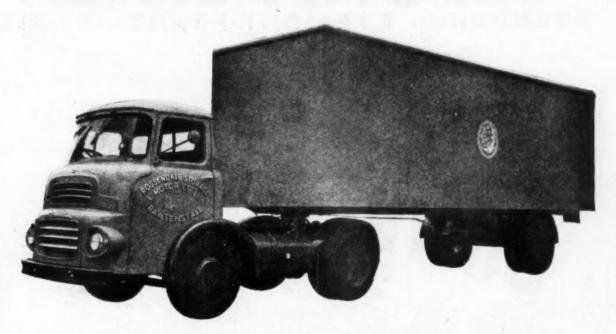
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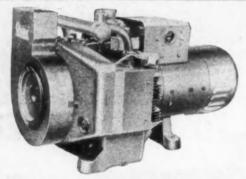
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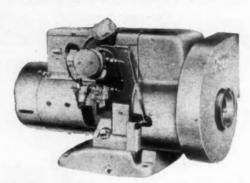
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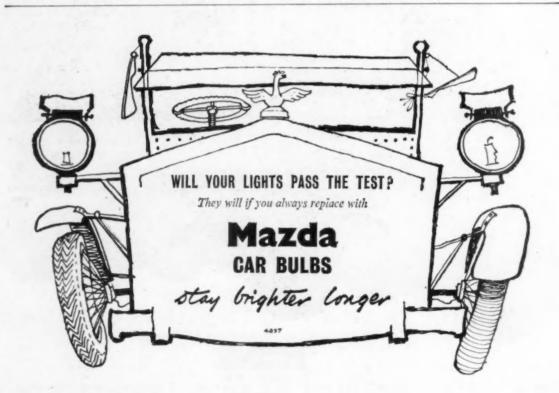
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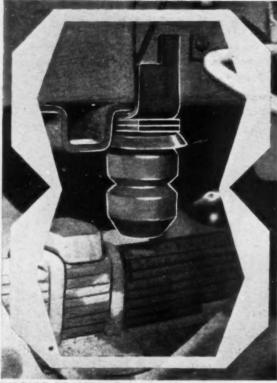
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#### HOLLOW RUBBER SPRINGS

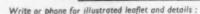
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Please write for details of the SCAMMELL RANGE of SEMI-TRAILERS with automatic or 5th-wheel coupling.

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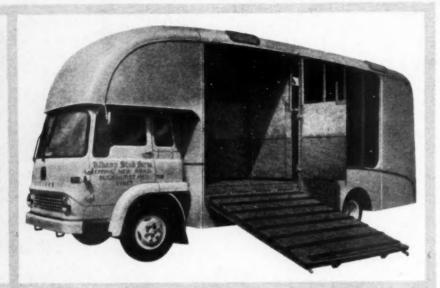
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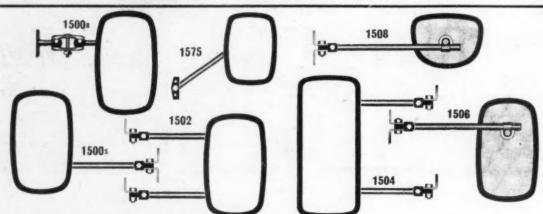
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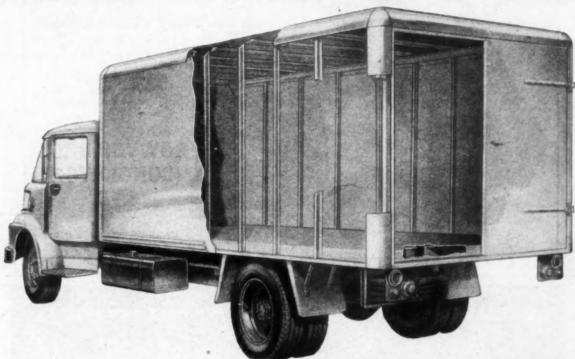
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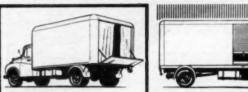


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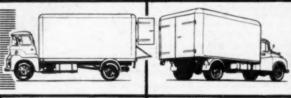
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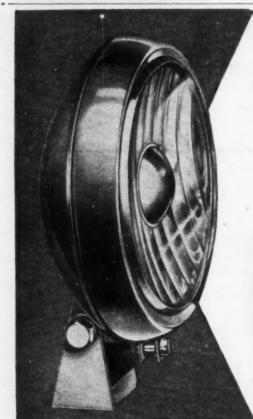
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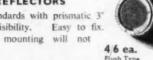
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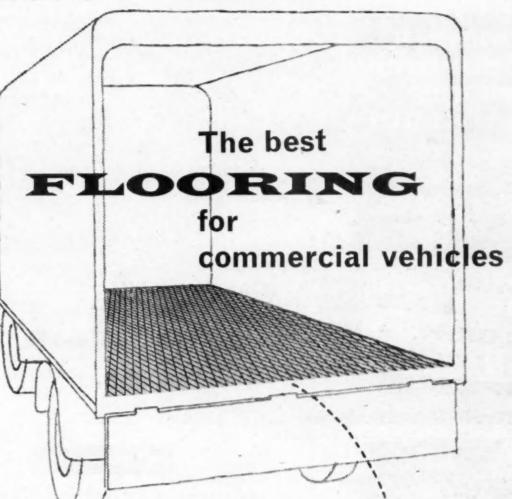
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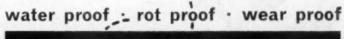
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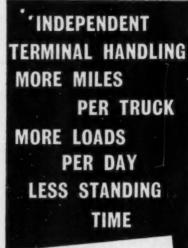
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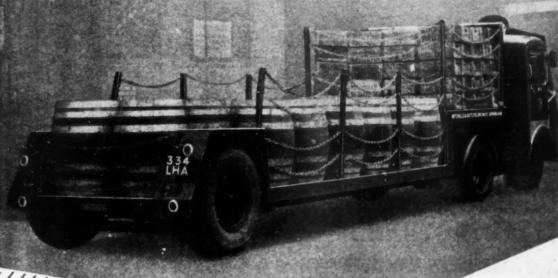


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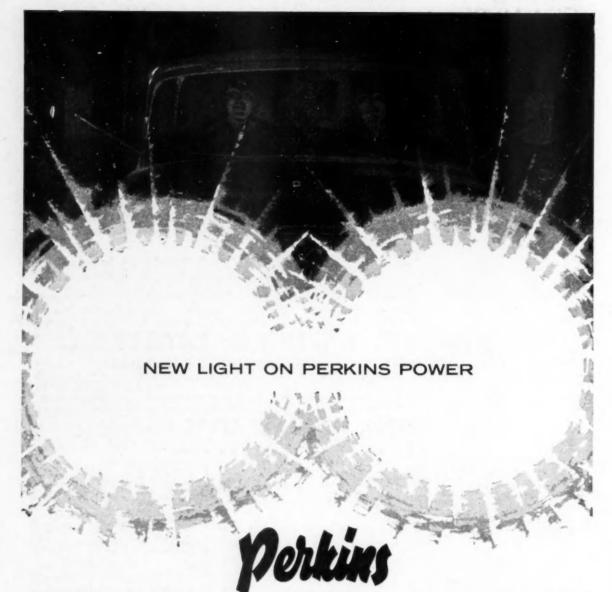
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OCTOBER 13, 1961 VOL. 114 No. 2930

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## Changing World

NE of the many paradoxes of life is the truth of the phrase: "To stand still is to go back." The business that is content to stay where it is, regardless of whether changing conditions require it to alter or adapt, does, indeed, eventually lose ground to its more lively competitors and therefore, in effect, it "goes back."

Few people would complain that the road haulage field is one where change seldom takes place. The operators, over the past 30 years (and particularly over the past 13 years), have not only had to change and adapt to suit very considerably different economic business requirements; they have also had to take in their stride the last war, nationalization, and then denationalization. There is always, it seems these days, some major Government action in the air which will affect road operators.

Despite these continual, surging pressures from without, the road haulage industry has built itself up to the present stage where it is the acknowledged major carrier of goods in the United Kingdom. It contributes, in taxation, a very substantial portion of the Government's housekeeping money each year. This premier position has been achieved by offering a better service than anyone else could do because it is, in the end, the quality of its service that makes or breaks a haulage concern.

Each year, in this post-nationalization period at least, the Road Haulage Association has grown in stature as the representative of British hauliers. Its conferences have become a forum for active discussion by hauliers of the problems currently weighing most heavily on their minds.

The 1961 conference opens next Monday in Brighton with one major change, in that Mr. D. L. Munby, the Oxford Reader in Transport Organization and Economics, is to give a paper. His agile, incisive mind can usually be relied upon to produce one or two major points for discussion.

This invitation to an expert observer to discuss some aspect of haulage strengthens the value of the conference and will, it must be hoped, become an annual feature of the R.H.A. conferences

On some occasions, there have been complaints that the resolutions for discussion at the R.H.A. conferences have been weak, indecisive or repetitious. There is no point in blaming the Association for this; it is the members who frame the resolutions for discussion. However, it does not seem that such will be the case this year. The resolutions for the 1961 conference—abbreviated in numbers to make room for Mr. Munby's paper—are on the whole solid and should produce worth-while discussion, which is possibly the most valuable part of the business sessions at any conference.

The resolutions, with one exception, are related to home affairs and as such are probably a fair indication of operators' thinking. The one exception wisely draws the Government's attention to the stature of road haulage and the need to accord it proper value in any discussions on international transport agreements.

Is this enough, or are road hauliers slightly in danger at the moment of that fatal stand-still, of not moving with this changing world? Apart from anything else, two major forces will, over the next decade, be exerting a major influence. These are freer movement between this country and the Continent, and the carriage of freight by air or hovercraft.

All hauliers must think seriously on these two aspects of life. Neither is fantasy; both are capable of swift realization and of having a very considerable impact on British road haulage. International movements are now engaging the R.H.A.'s attention. The Commercial Motor suggests, particularly in the light of views expressed in an article on page 344 about air freight work, that this subject should also be given very serious consideration by all forward-thinking hauliers

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#### == NEXT WEEK =

- R.H.A. Conference: Report and Pictures
- Major Drug Distribution Fleet

#### Men Who Make Transport

## Arthur

You can learn quite a lot about a man during threequarters of an hour's desultory chat in his office, still more if you meet him "out of school"; but if you are fortunate enough to have an opportunity of sizing him up in both atmospheres then you really do stand a good chance of getting to know him.

Not that in the case of Ronald Butt it was a case of sizing up: he is the kind of personality I, at any rate, take to intuitively—robust in social outlook, mentally resilient, always prepared to "have a bash" at something new.

First of all, let's take a look at his career. Where has he got to? He's managing director of Morris Transport, Ltd., a company operating articulated vehicles, with 30 semi-trailers, and geared to carry bulk loads, contractors' plant and machinery. Besides this, he is a director of two companies associated with the transport industry. That's where he's got to. How did he get there?

The route, it must be said at once, is an improbable one. Until 1926 Ronald Butt was a railway clerk. But 1926, as many people will recall, was a bad time for railwaymen of whatever grade—it was the year of the General Strike, when the country came to a virtual standstill: no railways, no buses, no coal and no optimism. History does not record who really won the battle, the unions or the bosses; but from the perspective of 35 years one may conclude, I think, that the nation lost.

However that may be, Ronald Butt saw no future for himself on the railways, so he got out and joined Dunlop, thus taking a step closer to road transport than he was during his railway employment; for now he was to be concerned with rail and road. There he stayed until 1931, learning, looking around and gradually becoming, you might think, the Complete Transport Man.

#### Bird's Eye View

## If It's Speed You're After . . .

To V. W. Pilkington, Leyland technical director, my thanks for this lovely extract from a newspaper report about some paintings which made a 25-mile journey in 4½ days.

A railway official said: "They were found at Sheffield and delivered immediately by road. Had it not been urgent they would still have been delivered by train."

#### Where Were They?

A SKED if the paintings had, in fact, been lost, the spokesman said: "Of course we did not know exactly where they were until they arrived, but you would not expect the Post Office to know the exact whereabouts of a letter at any given moment after you have posted it."

But then, the Post Office deliver over a rather longer distance than 25 miles—within a day!

#### Through the Curtain

A FEATURE of Russian technical journals—apart from the obvious difficulty of trying to understand them—is the lack of advertisements that they carry. The reasons for this are fairly obvious. Not all Russian journals are entirely devoid of advertisements, however.

One which arrives regularly in these offices, and the title of which looks something like "Avtomobilbnbii Mransiorm," normally carries a few pages of advertisements, which are invariably inserted by British companies including Rubery

Owen, Alltools, Ltd., and Rootes. Commer-Karrier in Russian reads "KOMMEP-KAPPNEP."

#### Still Around

LIKE anniversaries, because lots of snippets of information come to light during the nostalgic talk of the past, that would otherwise never be unearthed. I picked up one such snippet at



"Good tipper, old Fred!"

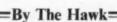
## Ronald Butt

It did not turn out quite like that, however. For the Butt story is not one of patient study in one particular field with the happy dénouement of plodding merit finally rewarded. It's much more interesting.

In 1931 he made a clean break from transport. In that year he entered the sphere of insurance. And it was not long before he was promoted to the position of inspector, covering an area extending from north Wales to the Midlands. Now, Arthur Butt is nothing if not a humanist. He likes people more than machines and machinery (I am not quoting him: this is merely my inference from other things we spoke about during my Birmingham visit) and. therefore, those pleasant days motoring along the comparatively traffic-free pre-war roads of Wales and little congested ways of the rural Midlands (Birmingham, of course, was just about as complicated for motorists then as it is nowadays!) and meeting all kinds of people must have been a continual delight to him. He must have enjoyed his work, for promotion came fast. When he took over the job of district manager, he was probably the youngest man his company had ever employed in such a responsible position.

Even this did not exhaust his ingenuity and enterprise. He was able to interest himself in the building industry while attending to his insurance business, and became something of a small estate developer. (He tells a sad story of land he acquired before the war compulsorily purchased by the authorities after the war for precisely the same sum he had paid for it!)

When war broke out he was still district manager and in a reserved occupation. Staff departed for the Services and could not easily be replaced. So he stayed on until the inevitable personnel crises somewhat diminished. Then he joined the R.A.F. as a volunteer. Passing through the usual



the 50th Birthday lunch of Maidstone and District Motor Services, Ltd., last week. It concerns their first head office, a simple glass and timber ticket office of the modest proportions usually found in those early days.

This hut, I find, is still in existence. It now stands in the forecourt of the company's Postley Road works. Not now, I gather, with any particular utility—it's just that nobody wants to get rid of it.

#### Friendly Busmen

THE lunch, incidentally, brought back to our delighted eyes such friendly characters as G. F. French (whose father founded the company) who retired as managing director in 1947 and P. E. Graefe, who was secretary for 33 years until he became general manager in 1947, retiring seven years ago. Both Mr. Graefe and Mr. French are as active as ever.

Of course, the present period is one when many passenger vehicle undertakings are celebrating jubilees or other long-lived anniversaries, and nobody can get to all of them. But few, I feel, could radiate a better spirit than did this function.

#### Bonallack Golf

As they can produce not only the Amateur Champion but also four other players of international or county standard bearing the name of Bonallack, it does not surprise me that this old-established bodybuilders should select a golf tournament as a form of entertainment for their customers and suppliers. This is what they did recently, at Thornden Park and Maylands. Some of the guests even came from Scotland—proof, surely, of the popularity of this function!



Humanist, but no do-gooder .- Mr. A. R. Butt.

ranks he was finally commissioned as a Flying Officer and spent his days as an instructor—Link Trainer, lecturing and so on. And thus the wartime days dragged on their devastating way. Not much education for road transport!

No—our industry had to wait until 1946 for the advent of Arthur Ronald Butt. It happened that he was invited to find a buyer for a transport business in Sutton Coldfield. It was not in a particularly thriving condition. Indeed, I gather that it might without exaggeration be described as pretty rundown. Anyway his quest for a purchaser met with no success—so he took a major share in it himself.

Thus began that highly successful career in road transport which has earned him the respect and trust of the whole industry, to the extent that today he is a notable figure in the Road Haulage Association: sub-area chairman, twice chairman of the West Midland area, a member of the executive committee and national council and a national vice-chairman. He is also chairman of the West Midland Maintenance Advisory Committee and a past national chairman of the Transport Managers Club.

In his business there's not a lot of fuss. He works hard, but believes in getting other people to take a load off his shoulders. In other words, he's a confirmed delegator: he likes to be assured that in the unfortunate and unforeseeable event of his being removed from this earthly scene the business he has built up will not fall into decay.

It is, I think, much in character that we spoke more about his activities outside the industry than what he has achieved in it. He has one hobby, fly-fishing, but little time to enjoy it. His leisure hours are much engaged with profoundly important social work—prison visiting. His special interest is the "Old Lag," the hard—and some people might be tempted to think irredeemable—cases of long term convicts, some of whom are under Preventive Detention. Nor are his visits confined to one prison only: he covers a wide field. He does not believe in the merits of capital punishment or the "cat." Work he sees as curative.

My description of Arthur Butt as a humanist will now, I am sure, be understood. But let it not be thought that he is among our latter-day do-gooders. That kind of soft sentimentality and eagerness to interfere in other people's affairs is not in his book.

## R.H. Wages Rise Granted S.U.T. Win The From January 1 Next

FROM OUR INDUSTRIAL CORRESPONDENT

IN a surprise move, Mr. John Hare, the Minister of Labour, signed an order on Monday granting higher pay and shorter hours to 130,000 A- and B-licensed haulage workers. His order gives effect to the proposals submitted to him by the Road Haulage Wages Council. They are for a three per cent. increase in pay and for a reduction of the working week from 44 hours to 42.

January 1, next. This is about six weeks later than they would normally have come into force.

Mr. Hare's action-he also signed orders confirming the proposals of two other wages councils-represents the first major break in the Government's wages pause policy. But he made it clear in talks with representatives of the British Employers' Confederation and of the Trades Union Congress that this did not mean the end of the policy.

He justified his action by the fact that employers' and workers' representatives on each of the councils had agreed on a basis for the proposals before Chancellor Selwyn Lloyd introduced the policy on

In his speech in the Commons, Mr. Lloyd left a loophole by saying that where commitments have already been entered into they should be met."

Mr. Hare, therefore, regarded these proposals as a commitment, in spite of

The new conditions take effect from the fact that the proposals were not sent to him until after the Chancellor's statement. But in line with his powers under the Wages Councils Act 1959, he exercised a measure of delay by putting back the operation of the new pay scales until January 1.

> Nevertheless, union leaders were delighted at what they consider the first result of their determined opposition to the Government's policy, Mr. Frank Cousins, general secretary of the Transport and General Workers' Union, left the meeting obviously pleased.

#### " Never Worried"

"I have never been worried about road haulage," he said, after the meeting.

He clearly felt that his thinly veiled threat at the T.U.C. last month to call out on strike his lorry drivers unless they were given their " justified " wage increase had had its effect. It certainly removes a very dangerous threat to the country's economy

## 36-ft. Race

SHEFFIELD UNITED TOURS, LTD., have won the race to place in service the first public service vehicle taking advantage of the recent extension of the maximum legal dimensions to 36 ft. long and 8 ft. 24 in. wide. Based on an A.E.C. Reliance chassis, it has a Plaxton Panorama body with luxury seating for 44 passengers.

The additional length and width has permitted the standard of accommodation to be improved over that of the company's existing 36-seaters built to the previous 30-ft. long and 8-ft. wide limits. An inauguration ceremony was held on Tuesday.

#### SHIPBUILDERS' OFFER FOR BODYBUILDERS

An offer for the £150,000 share capital of Holmes Homalloy, Ltd., the holding company of goods vehicle bodybuilders Holmes (Preston), Ltd., has been made by John Brown and Co., Ltd. A price of 7s. 6d. a share is quoted. The Holmes directors have intimated that they intend to accept the offer for their own shareholdings and recommend other shareholders to do the same.

#### New 6 x 2 From A.E.C.

SINGLE-DRIVE version of their A Marshal six-wheeled goods chassis has been developed by A.E.C., Ltd., and an example will be exhibited at the Scottish Motor Show in Glasgow next month. The chassis has been designed to

accommodate a 24-ft,-long body.

As with the original 6 x 4 version (which continues in production, of course) the Marshal 6 x 2 is powered by an A.E.C. AV 470 six-cylindered diesel engine which, as announced recently, now has a C.A.V. DPA distributor-type fuelinjection pump as standard. This unit is rated to develop 112 b.b.p. at 2,000 r.p.m. or 126 b.h.p. at 2,200 r.p.m., the maximum torque output being 335 lb.-ft., at 1,200 r.p.m.

#### New Gearbox

A new type of constant-mesh five-speed gearbox has been developed for this chassis, and this is available with a sixth overdrive ratio as an optional extra-the Glasgow exhibit will have the full sixspeed unit.

The driving axle of the 6 x 2 is a double-reduction unit, as offered on Mercury 4 x 2 chassis. The trailing wheels have York independent suspension. Braking is by straight air-pressure to the front brakes, with air-hydraulic operation of the bogie brakes.

The Marshal 6 x 2 has a wheelbase of 17 ft. 5 in. and its kerb weight, less cab



The gross weight rating of the 6 x 2 is 20 tons. It has a 24-ft, body.

is 4 tons 174 cwt.: this is 9 cwt. less than that of the 15-ft. 7-in.-wheelbase 6 x 4 model. The gross weight rating is the same-20 tons.

Also to be exhibited by A.E.C. for the first time will be a Reliance 470 36-ft.long single-deck passenger chassis, the example to be shown having an Alexander body finished in the livery of Scottish Omnibuses, Ltd.

On an adjoining stand Transport Equipment (Thornycroft), Ltd.—part of the A.E.C. group—will be showing a Nubian 6 x 6 chassis and an Antar Sandmaster oilfields vehicle, with turbocharged six-cylindered diesel engine developing 300 b.h.p. (gross),

#### Flat Fare Plan Deferred At Preston

PRESTON Town Council heard last week that a proposal to ask for a flat fare of 3d, on the corporation's buses had been deferred to the next meeting of the transport committee following a report by the general manager of the transport department.

No action is to be taken on a transport committee resolution requesting the banning of parking at bus stops.

### Dublin Dockers Accept Containers at Last

DUBLIN'S force of dockers voted last week in favour of the Labour Court's proposals for ending their ban on container traffic through the port. If the employers accept the recommendations it will mean the end of the six-year-old dispute.

The court had recommended that the dockers should handle all types of containers and other modern appliances, and co-operate in the adoption of up-to-date methods and techniques.

To meet the dockers' objections it was recommended that the Dublin Crosschannel Shipping Association should pay £1 Is, to each "buttonman" docker who was available for work but who failed to secure employment. It was also recommended that the weekly earnings of each "A" and "B" buttonman who averaged at least four days' employment a week for a year should be supplemented to bring them up to £12 12s, a week.

#### Sub-contractor Delays Lost Markets in Glasgow, Says Haulier

AN operator who started a service between London and Glasgow with a single vehicle 14 months ago and added another in March of this year, failed to satisfy Mr. C. J. Macdonald, the Deputy Metropolitan Licensing Authority, last Monday that two additional A licensed vehicles were necessary to replace subcontracting that amounted to three times the revenue of the licensed vehicles.

The operator was Mr. J. Cockie of 33 Fournier Street, E.I. He told the Authority of delays in the use of subcontractors that had caused loss of markets in Glasgow. Supporting him, Mr. D. Coyle, of D. Coyle and Co., Ltd., Glasgow, complained that 50 per cent. of the traffic carried by sub-contractors was unsatisfactory. It arrived late and was not properly loaded.

Asked by Mr. Macdonald for more specific details of complaints he had had, Mr. Coyle said that no record was kept of whether the goods were delivered by Mr. Cockie or his sub-contractors. He paid the applicant £6,000 to £7,000 per annum out of a total of £12,000 for all transport, including railways.

Mr. F. W. T. Odell, from the District Goods Manager's office of the Midland region of British Railways, said that 'he Condor rail service which provided a 12-hour transit time to arrive in Glasgow at 7.30 a.m. was reasonably fully utilized, but the 2.18 p.m. departure from Camden (the markets train) was never loaded in excess of 37 out of its total of 45 wagons.

Giving his decision, Mr. Macdonald said that he wondered whether Mr. Cockie, by hiring three times as much as he was able to carry, had not over-reached himself. Evidence against the use of sub-contractors had to be convincing and in this application to double the applicant's capacity, he had only been given all kinds of generalities.

## Jaguar Buy Guy

CUY vehicles will still continue in existence. It was announced on Tuesday that Jaguar Cars, Ltd., had purchased Guy Motors, Ltd. A joint statement by the chairman of Jaguar. Sir William Lyons, and the Official Receiver, Mr. S. V. Lancaster, said that the sale "makes possible the continuance of the Guy Motors business, although it will not enable the debt due by Guy Motors to the bank (Lloyds Bank, Ltd.) to be paid in full."

A compulsory petition is to be presented for the winding-up of Guy. Nothing is expected to be available for shareholders or other creditors.

After the announcement, Guy 1s. shares dropped 8½d. to 3d. Jaguar Cars bought the Daimter concern in May, 1960, for £3,400,000. Lloyds Bank put in the receiver into Guy three weeks ago, it then being reported that Guy owed the bank £1,284,000.

#### New Hydrostatic Transmission

FOLLOWING the publication of an article last week in a London daily paper regarding "a revolutionary design of transmission," Bristol Commercial Vehicles, Ltd., have stated that they are the bus-chassis manufacturing company concerned. They are experimenting with a hydrostatic transmission and have been so engaged for the past year or more in association with the National Engineering Laboratory. East Kilbride, and the old-established firm of Towler Brothers (Patents), Ltd., hydraulic engineers, of Leeds.

This equipment is to be fitted first to a Bristol Lodekka double-deck bus, and if found satisfactory will be available for trial and service tests with the Tilling and Scottish groups of bus companies.

The Commercial Motor has had knowledge of this transmission and its development for some time now. Oblique reference was, in fact, made to the Firth system in "Bird's Eye View " on June 23, last. At that time it was pointed out that no actual parts had yet been made, and apparently, this position still holds true, although it is understood that prototype manufacture of the transmission components will be commenced in the very near future.

Fish to Paris

CHARLES ALEXANDER AND PARTNERS, of Aberdeen, are to provide Allan and Dey, Ltd., Aberdeen fish merchants, with a road and sea service between Aberdeen and Paris on an experimental basis to determine the scope for road transport of fresh fish to France.

At present quality fish from Aberdeen is sent by rail. The two-and-a-half days 750-mile road haul will not be faster than rail, but will eliminate handling at various points. One refrigerated unit will be used initially and return loads may be handled if Common Market developments mature in the future.

#### London Bus Pay Claim Presented

AT a two-hour meeting with London Transport Executive representatives, leaders of London's busmen last week presented their three-point claim for higher pay and better conditions.

Chief spokesman for the busmen was Mr. Sam Henderson, national secretary of the passenger service group, Transport and General Workers Union.

Asked after the meeting what effect he thought the Government's wages pause would have on the negotiations, Mr. Henderson replied: "They will have to try and find some way round it. This is a real crisis."

Mr. Henderson said that the staff shortage was getting near to last year's worst, when there was a shortage of 15 per cent.—or between 5,000 and 6,000 men. Today it was 12.7 per cent.—or more than 4,000.

But a London Transport spokesman said that there had been an improvement recently and the figure now was 3,700.

Mr. Henderson said that there had been an 83 per cent, wastage of staff, involving 38,000 busmen during the past four and a half years of London Transport's operations.

An agreed statement, issued after the meeting, said: "The negotiating committee made submissions in support of an application on behalf of their members covered by agreements that

1. The rates of pay of all grades be increased;

2. Rates of pay on Saturday to be time and a half; and

3. Hours of duty on Saturday and Sundays to be cut."

London Transport will now consider the claim and give their reply later.

#### TAKE-OVER BID FOR TWO ABERDEEN COMPANIES

THE Transport Development Group has made a bid for the £86,759 issued ordinary share capital of the Aberdeen Ice Co. and its subsidiary, New Standard Cold Storage (Aberdeen). Basis of the offer is one 6 per cent. second preference £1 share and one 5s. ordinary share of Transport Development, plus 30s. in cash, for each Aberdeen Ice £1 ordinary.



Mr. R. A. Wiggans.

Lieut. Cdr. J. W. Thornycroft and Mr. R. Thornycroft have been elected honorary members of the British Transport Vehicle Manufacturers' Association.

Mr. R. E. Bottrill, of Portsmouth, has been appointed general manager of West Hartlepool Corporation, in succession to Mr. A. C. Barlow who has retired.

Mr. J. W. Tweedie, of Stirling, is the new traffic manager of W. Alexander and Sons (Midland). Ltd., in succession to Mr. T. S. McMain, who has retired.

Mr. S. K. Garratt, who started the public relations department of the Shell Chemical Company, has been appointed Public Relations Adviser to the British Transport Commission.

Mr. S. B. Knowlden, export sales manager of the Evode group of companies, Stafford, will visit east, west and central Africa for six to eight weeks, during this month and November as part of the company's intensification of their export drive.

Mr. J. Baxter, formerly central area engineer for Ribble Motor Services, Ltd., has been appointed northern area engineer in succession to Mr. G. H. Fry, who has retired. Mr. T. B. Pound, depot engineer at Blackpool, succeeds Mr. Baxter. Mr. T. A. Dunstan has been appointed district traffic superintendent for the Ormskirk area.

Mr. M. K. Bustard has been appointed a director of the Atlantic Steam Navigation Co., Ltd. (operators of transport ferry services from Tilbury and Preston) and its subsidiary, Frank Bustard and Sons, Ltd. From October 25 he will be general manager of both companies in succession to Mr. J. H. Bustard who is taking up an appointment as chief shipping and Irish traffic manager of the London Midland region of British Railways.

#### Men in the News

Mr. T. C. Worth has been appointed a director of Tecalemit, Ltd.

Mr. H. Lonsdale, transport manager of Joseph Rank, Ltd., Gateshead, has retired after 48 years with the firm. His successor is Mr. H. Draper.

Mr. E. R. Pochin has been appointed managing director of Ferodo, Ltd. He has been home sales director of the company since 1955, a position which has now been taken over by Mr. M. H.

Mr. R. A. Wiggans has been appointed general works engineer of Leyland Motors, Ltd. Mr. F. Grimshaw, who has held this position for many years, will in future act as consultant to the company on development projects.

Mr. F. Smith has been appointed transport manager to North Notts Gravel Company, Ltd., of Retford and their associated companies, Ferro-Concrete and Stone (North Notts), Ltd., Qualbatch (North Notts). Ltd. and Frank England,

Mr. J. E. Osborne has joined Brake Linings, Ltd., and will be mainly concerned with the company's passenger transport undertakings in the South of England. Other appointments announced by Brake Linings, Ltd., are: Mr. M. McEwan, sales representative for Scotland; Mr. N. G. Fletcher, sales representative for Lancashire, Cheshire, Westmorland and Cumberland, and Mr. E. B. Riley, sales representative for North Wales.

#### Forthcoming Events

October 14.—R.H.A. East London sub-area Banquet and Ball, Park Lane Hotel, London. October 17-18.—Road Haulage Association Con-ference, Brighton.

ference, Brighton,
October 18-28,—Earls Court Motor Show,
October 24-27,—Royal Dairy Show, Olympia,
October 28-November 8.—Turin Motor Show,
October 31.—British Electrical and Allied Manufacturers' Association Dinner, Grosvenor House,
Park Lane, London.

November 18-18.—Scottish Show, Kelvin Hall, Glasgow.

November 13-16.—National Maintenance Con-

Central Hall Exhibition. Westminster.

#### 1962

February 22-March 4.—Amsterdam Show April 7-8.—National Coach Rally, Blackpool.

April 30-May 5.—F.I.S.I.T.A. Ninth International
Automotive Technical Congress. Church House,
Westminster.

May 8-18. Mechanical Handling Exhibition, Earls

May 15-17,—Public Transport Association Con-ference, Harrogate

May 29-June 1.—Institute of Transport Congress, September 21-29.—Commercial Motor Show, Earls

October 17-27.-Earls Court Motor Show

Following are the provisional dates of Continental shows for 1962: Copenhagen—March 7-11; Geneva— March 15-25; Paris—October 4-14; Turin—October 31-November 11.



Mr. E. R. Pochin.

Mr. J. D. Swallow has been appointed advertising manager of the three British divisions of the Yale and Towne Manufacturing Co.

Mr. J. Lunt, formerly training officer in the Sales Development Division of the Goodyear Tyre and Rubber Co. (Gt. Britain), Ltd., has been appointed manager, Dealer Sales Development, and Mr. T. E. Dove, also formerly training officer, has been appointed manager, Dealer Sales Training.

Mr. A. H. Grainger, Mr. L. C. Hawkins, Mr. B. H. Harbour and Mr. Anthony Rull have been appointed fulltime members and Lord Williams a parttime member of the London Transport Executive

Mr. W. D. Taylor has been appointed overseas secretary and manager, British Manufacturers Section, of the S.M.M.T. in succession to Mr. D. M. Tallby. Mr. Taylor, who is 43, has held senior executive posts on the exporting side of the consumer goods and pharmaceutical industries, in connection with which he travelled frequently overseas, mainly in Europe and the Middle East. He is a fluent linguist. Other changes at the society include the appointment of Mr. J. D. W. Gent as head of the legal department in succession to Mr. R. S. Weir, who is taking up an executive appointment in industry.

#### Obituary

WE regret to record the deaths of Mr. D. C. Weir, Mr. T. J. Grisford, and Mr. Sam Ridge.

Mr. Douglas Charles Weir, who was 62, was managing director of Douglas Weir, Ltd., the Leicester car and commercial engineers and distributors. He was found dead beside a tipper vehicle in his firm's garage.

Mr. Thomas John Grisford, who was 80, was a haulier at St. Leonards-on-Sea.

Mr. Ridge, who was 81, was a haulage contractor in Burnley for over 30 years.

## Contract-to-B Switch For Interchangeability

O make his vehicles interchangeable To make his venicles interchangeard for coal, lime and fertilizer, Mr. G. Jones applied for a B licence for three units at Wrexham last Monday. At present two of these vehicles are on contract to Adam Lythgoe. Ltd., and the other contracted to Richard Williams and Sons, Ltd.

It was proposed that the contract A licences should be surrendered and the three vehicles should be authorized to carry solid fuel within a 35 miles radius Wrexham for Williams, and lime, fertilizers and stones within 60 miles for

Adam Lythgoe.

Mr. Jones stated that the resources of the vehicles were adequate at the moment and often one unit was standing idle. He carried lime and fertilizers to farms for Lythgoes and this reached a peak in the s mmer, whereas the coal and coke which were carried for Williams reached a peak in midwinter. If the contracts surrendered the three vehicles would be able to work mainly for the company which happened to be the busiest at that particular time.

Mr. R. A. Jones, managing director of Richard Williams, said he was quite willing to give up their contract vehicle and share it with Adam Lythgoe because

#### Three Haulage Firms are Wound Up

ORDERS for the compulsory winding-up of Charles Chapman, Ltd., J. Slade, Ltd., and Pierson Haulage (1933), all haulage contractors, whose registered offices are at Marylebone High Street, London, W., were made by Mr. Justice Buckley in the High Court last Monday on Inland Revenue petitions.

Mr. L. Bromley, for the Inland Revenue, said that Charles Chapman, Ltd., were judgment debtors for £1,993 for tax, Slades judgment debtors for tax and interest of £2,968, and Pierson Haulage judgment debtors for tax and interest of £1,845.

There were no notices of opposition or support.

#### Tax Unpaid

AN order for the compulsory winding-up of Sivers Transport, Ltd., haulage contractors, of Strand-on-the-Green, Chiswick, London, W., was made by Mr. Justice Buckley in the High Court last week on the petition of the Inland Revenue, judgment creditors for unpaid tax, costs and interest amounting to £1.623

Orders were also made last Monday for the compulsory winding up of H. G. Jeakins (Transport), Ltd., of Lansdowne Drive, London, E., on the petition of Blue Star Garages, Ltd., judgment creditors for £267, and of Symon Transport, Ltd., on the petition of Northern Road Services, Ltd., judgment in return they would have a share in the two on contract to Lythgoes. Mr. A. Scragg, transport manager of Adam Lythgoe, also agreed to surrender his contracts. At this juncture Mr. G. H. P. Beames, objecting for the B.T.C., said the objectors were satisfied that a case had been made out.

The application for the new B licence was granted.

ANOTHER GREENWOODS TAKE-OVER

THE distribution fleet of the Home Counties Plant Hire, Ltd., has been purchased by Greenwoods (St. Ives), Ltd., for a reported price of £85,000. Home Counties has a fleet of about 60 vehicles, engaged in magazine and periodical distribution.

Mr. E. B. Greenwood, managing director of Greenwoods (St. Ives), Ltd., and Mr. J. L. Christie, have heen appointed to the Home Counties board.



One of the new compact vehicles, which are fitted with Perkins engines. Fifty are oper-ated by Western Gillette, of Los Angeles.

#### Dock Delays-R.H.A. Blames Labour

ABOUR is blamed by the Road Haulage Association as the chief cause of dock delays. In their memoran-dum to the Rochdale Committee, which is inquiring into the docks, the R.H.A. makes a number of recommendations.

These call for: Use of unregistered labour once goods are on the quay; modern handling aids; closer liaison between everyone using the docks; a central clearing house system; cheaper rates for goods tendered early; an extension of Manchester's system of control; more customs staff; careful completion of documents; haulage representation on dock-user committees; better facilities for road vehicles; and standard document procedure.

Delays cost a haulier at London docks last June some £1,280.

New Companies

R. and C. Transport (Engineering), Ltd. Cap. 1000. Dirs.; N. P. Cuthbert and P. E. Cuthbert, I Colvers Close. North Heath. Ernh. Kent. Sec.; J. Weber. Rez. office: 12-15 Trundley's Terrace. C. To 14 Colyers Close, 14 Colyers Close, 1. Weber, Prondon

ndon, S.E.S., Aberthaw Hautage and Supplies, Ltd., Cap., 000, Dirs.: J. P. Jenkins and N. P. Jenkins. Aberthaw Road, Newport. Sec.: J. P. Jenkins. E. office: 96a Aberthaw Road, Newport. Mon.

Reg. office: 96a Aberthaw Road, Newport. Mon. J. S. Stifts and Sons, Ltd. Cap. 225,000. Dirs.: J. Strk. Roseville, West End, Staindrop; C. Stirk, I Sturk, Roseville, West End, Staindrop; C. Stirk, Office: West End, Staindrop, Co. Durham. Pneuways, Ltd. Cap., 2100. Subs: H. B. Shaw, 55 Edenfield Gardens, Worcester Park; C. H. Stewart, Charridge House, Chartridge Bucks, Reg. office: Henrietta House, Henrietta Place, London.

W.I.

Smiths Transport (Hackney), Ltd. Cap. £100.

Subs., D. C. Wynn and L. A. Marks, 71 New Oxford Street, London, W.C.I. Dirs.; A. G. Smith and R. M. Smith, Sec. B. J. Powles, Reg. office: 251a Cranbrook Road, Gants Hill, Ilford, Essex.

253a Cranbrook Road, Gants Hill, Ilford, Essex, Mini-bus Hire, Ltd. Cap. £100. Dirs.: J., Mann, 154 Olinda Road, London, N.15; D. Lamey. 20 Mildmay Grove, London, N.1. Sec.: A. Mann, Reg, office: 6 Craven Park Road, London, N.15. E. B. Povey and Sone, Ltd. Cap. £100. Dirs.: B. A. Povey, Gavern, Spring Lane. Farnham Royal, Bucks; G. L. Povey, 6 Pleasant Cottages, Urbridge Road, Iver Heath, Bucks. Sec.: G. L. Povey, Reg, office: 6 Pleasant Cottages. Uxbridge Road, Iver Heath, Bucks.

Butlee's (Transport), Ltd. Cap. £100. Dirs.: P. O. O'Connor and E. W. O'Connor, 119 Craven Gardens, Hford, Essex.
C. and F. Darlow Hawloge, Ltd. Cap. £500. Dirs.: C. H. Darlow, Northview, Chawston, Beds; F. G. Darlow, 32 Queens Gardens, Eaton Socon, Beds Sec. C. H. Darlow, Reg. office: Northview, Chawston. Beds.

Coleman's (Contract Hire), Ltd. Cap. E1.000. Subs.: J. Spencer and C. Spencer, 54 Rowsley Avenue, London, N.W.4. Dir.: J. Spencer, Sec. C. Spencer, Reg. office: 387 Camden Road, London, N.7.

London, N.7.

Coleman's Garage (Holloway), Ltd., Cap. £1.000, Subs.: C, Spencer, 54 Rowsley Avenue, London, N.W.4; D. Sinclair, I. Litchield Way, London, N.W.11, Dirs; C. Spencer, Sec.: J. Spencer, Reg. office: 387 Camden Road, N.7.

Raines Transport and Engineering Co., Ltd. Cap. £100. Subs.: S. K. Das, 28 Mackeson Road. London, N.W.3; M. Mallourides, 112 City Road. London, E.C.1. Sec.: M. Mitchell, 20 Manor View. London, N.3.

White, Davies and Co., Ltd. Cap. £500. Subs.: L. A. Marks and D. C. Wyan. 71 New Oxford Street, W.C.I. Sec.: B. J. Powles. 71 New Oxford Street, London.

Street, London.

J. D. Chose (Haulage Contractors), Ltd., Cap. £1,000. Dirs.; C. M. Squibb, "Kobenhavn." Barnes Lane, Bartley, Hants; C. R. Foot, 162 Above Bar, Southampton. Sec.; C. M. Squibb, Reg. office, "Kobenhavn." Barnes Lane, Bartley, Hants,

### Labour Still Flat Out For Renationalization

FROM OUR INDUSTRIAL CORRESPONDENT

CLAIM that the whole system of licensing road transport vehicles was in A CLAIM that the whole system of incensing road transport Party Conference urgent need of a drastic overhaul was made at the Labour Party Conference at Blackpool last week. It came from Mr. James Callaghan, M.P. for Card.ff South-East and a member of the party's national executive committee. He was replying, for the executive, to a debate on the Government's White Paper, "Reorganization of the Nationalized Transport Undertakings."

Unanimously the conference passed a resolution deploring the proposals, since they precluded the possibility of an integrated and co-ordinated transport system, which they believed to be essential to the economy of the country.

Mr. Callaghan gave an assurance, on behalf of the executive, that they would fight the Government's proposals because they recognized that they did not begin to meet the transport needs of the country.

He said that the basic question was: "What is to be the relationship between road and rail?" The Government had never faced this question.

He then referred to the growth of C licences. When British Road Services was being dismantled by the Churchill Government, it was said that, once the industry was denationalized, industrialists would turn back to sending their goods

When British Road Services was finally mangled, Mr. Callaghan continued, the number of C licences was 300,000. Today there were 1,250,000 C licences, and the Government still persisted that it was this public section that was driving people to carry their own goods.

It is nothing of the sort, and we know it," Mr. Callaghan declared.

#### Examine Whole Problem

The whole problem of the licensing of road haulage vehicles had got to be drastically examined with a view to substantial

But all Mr. Marples, the Minister of Transport, planned to do was to get rid of the British Transport Commission. All experience showed that every other country was turning to some co-ordinated transport while we were "atomizing" it.

Whatever else entry into the Common Market would do, every other European Government had abandoned competition and was turning to integration of its transport system.

Mr. Jack Simons, president of the Association of Locomotive Engineers and Firemen, referred to the growing congestion on the roads and the fear that the position would continue to deteriorate. They accepted that there was a need for greater capital expenditure on the roads. to go on concurrently with railway modernization.

In a debate on "Signposts for the Sixties," Labour's latest exposition of its policies, the party conference reaffirmed once more its intention of renational-izing road transport when Labour returns to power

#### **ENTRIES TOP 280**

THERE are now more than 280 entries for next year's London el'minating round of the Lorry Driver of the Year competition, to be held on July 22.

Two large parade grounds at Woolwich Barracks have been offered and accepted, but the organizers, the R.H.A., are still searching for three more sites within the Greater London area.



A 1.6-litre petrol engine powers the \{\}-ton range, which now has an extra air-intake grille.

#### Perkins Alternative For Commer Vehicles

T the same time as the introduction A the same time as the little A of their new Walk-Thru 1½-, 2- and 3-ton models (see page 348), Commer Cars, Ltd., have announced alterations to two other ranges of vehicles.

A 1.6-litre petrol engine is now fitted

in the Commer 3-ton forward-control range and the Perkins 6.354 diesel engine is offered as an alternative to the Rootes three-cylinder two-stroke diesel engine in the Commer 7-ton forward-control range.

With the fitting of the larger engine, the 1-ton range is redesignated Series II. The engine is a four-cylinder o.h.v. unit of 1,592 litres, and maximum net output is 50.5 b.h.p. at 4,400 r.p.m. Maximum net torque is 80 lb.-ft. at 2,200 r.p.m. Capacity of the engine previously fitted was 1.494 litres with maximum net output 49 b.h.p. at 4,500 r.p.m. and maximum net torque 76 lb.-ft. at 2,200,

The Perkins 6.354 diesel engine is available in the full range of 7-ton forward-control vehicles, and is set in the frame at an angle of 66°, to fit into the space available. Maximum power output of the unit is 103 b.h.p. net at 2,600 r.p.m. and maximum net torque is 254 lb.-ft. at 1,450 r.p.m. These figures compare with 100 b.h.p. net at 2,400 and 270 lb.-ft. at 1,200 r.p.m., respectively, for the Rootes diesel engine.

#### Specimen Prices of New Commer Models

#### WALK-THRU RANGE

1½-ton (10-ft. 3-in,-wheelbase) four-cyl, petrol chassis, £59g; six-cyl, petrol chassis, £565; four-cyl, diesel chassis, £718. Chassis-cab versions cost £110 more, and van versions cost £234 more than basic chassis-scuttle prices.

2-ton (10-ft. 3-in,-wheelbase) four-cyl, petrol chassis, £650; six-cyl, petrol chassis, £708; four-cyl, diesel chassis, £770. Chassis-cab versions cost £110 more, and van versions cost £239 more than basic chassis-scuttle prices.

2-ton (11-ft, 3-in,-wheelbase) four-cyl, petrol chassis, £660; six-cyl, petrol chassis, £78; four-cyl, diesel chassis, £780. Chassis-cab prices are £110 more than basic chassis-scuttle prices.

3-ton (11-ft. 3-in.-wheelbase) six-cyl. g hassis, £744; four-cyl, diesel chassis. £843. Ch ab prices are £110 more than basic chassis-si

7-TONNERS WITH PERKINS 6.354 DIESEL

7-TONNERS WITH PERKINS 6.354 DIESEL 9-ft. 7-in.-wheelbase chassis, £1.193; chassis-cab, £1.298; 6-cu.-yd. tipper, £1.540, 11-ft, 9-in.-wheelbase chassis, £1.198; chassis-cab, £1.303; 15-ft, 6-in. drop-sider, £1.418. 13-ft. 6-im.-wheelbase chassis, £1.203; chassis-cab, £1.308; 18-ft, 7-in. drop-sider, £1.433. 3;-TON SERIES II FORWARD-CONTROL PETROLENGINED MODELS. Chassis/front-end, £460; chassis/cab, £470; van chinged doors). £518; van (sliding doors). £525; 12-seat bus. £697; 14-seat bus. £652; 8-seat station wagen £1.046 175. 3d.; bottle float, £602. STOP PRESS STOP PRESS

When the new Commer Walk-Thru models were officially announced on Wednesday When the new Commer Walk-Thru models were officially amounced on Wednesday, it was revealed that  $1\frac{1}{2}$ . 2- and 3-ton "Coldvendor" refrigerated vans built by Smith's Delivery Vehicles, Ltd., Gateshead-on-Tyne, would be available shortly. These will have petrol-engined-driven refrigerating equipment and 6 in. of insulation.

### Double-drive Third-axle Conversion

A DOUBLE-DRIVE third-axle conversion was announced last week by the York Trailer Co., Ltd. This company is an established manufacturer of single-drive third-axle conversions, and states it has produced the driven third axle following repeated requests, particularly from Midlands coal hauliers. As shown, on a Dodge chassis, the conversion costs £1,095.

A form of rocking beam suspension is used on the new conversion which, although used in the U.S.A., is claimed by York to be new to third-axle conversions in this country. A large rocker arm, pivoted centrally from the chassis on a rubber bush, is utilized, each beam being on the outside of the chassis main members.

The springs on each side are on standard hanger brackets at their front ends, with slipper rear ends in hangers attached to each extremity of the balance beam, which is some 4 ft. long.

Another feature of the conversion is that it uses axles that are standard to the model being converted.

A transfer box is mounted amidships in the chassis, from which both drive shafts run. The second-axle shaft is carried over the first axle by a pillow bearing. Two ratios are incorporated in the transfer box, direct and 2 to 1, thus giving a useful crawler ratio for off-the-road work.

The transfer boxes generally used will be All-Wheel Drive ones, although a Bedford box will be used on Bedford models.

Last week a member of *The Commercial Motor* staff was shown a conversion of a Dodge with Perkins 6.354 engine. The vehicle demonstrated had a load of 11 tons of loose stone, and a gross weight of 161 tons.

Although the vehicle was not road tested, and no braking tests were carried out, the Dodge was tested extensively in an opencast quarry under dry conditions. It showed no signs of distress on the damp clay and loose earth, when on the level, despite the rough terrain, and rear axle articulation appeared

to be good at all times.

The vehicle was able to negotiate most gradients in the quarry except one steep one which had to be approached at an acute angle and from which exit was at full lock. However, bearing in mind that the gradient had a slippery surface and the vehicle

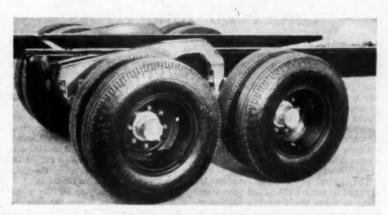
was shod with ordinary highway tyres the treads of which filled up with clay), this was excusable. The vehicle successfully made a stop and restart on the same gradient.

#### Government Watching Rural "Rome" Burn

GOVERNMENT inaction over rural bus services was a flagrant case of "watching while Rome burns." This was said in Preston on Tuesday by Mr. W. G. Hunniball, assistant to the general manager, Ribble Motor Services, Ltd., in a paper, "Rural Bus Services," to the Institute of Traffic Administration.

When, he asked, was the Government going to do something towards solving the problem of these declining services? The Jack Committee's report, given last January, did at least agree that financial assistance was necessary, but the Minister had taken no action.

There could, he added, be no question of Ribble needing a subsidy if the fuel tax was remitted.



(Above) The rocker beam of the rear bogie can be clearly seen. (Right) The transmission layout on the Dodge chassis.



#### Leyland Plans for Scottish Show

INCLUDED in the Leyland exhibits at the Scottish Motor Show opening at Kelvin Hall, Glasgow, on November 10 will be one of the recently announced Leyland Leopard long-wheelbase chassis with a special 36-ft-long 8-ft-wide Continental-style bus body built by Walter Alexander and Co. (Coachbuilders), Ltd., for Edinburgh.

Basically the chassis is the same as that described in *The Commercial Motor* last week, when the new model was announced. On the chassis being shown a Pneumo-Cyclic semi-automatic gearbox is fitted. Automatic chassis lubrication and Frankmann Lubrimatic automatic engine-topping-up equipment are incorporated.

The body structure is of steel and the underframe is of welded construction. Three doors are provided—one at the front, one within the wheelbase and

a double door at the rear. All are air operated and individually controlled. Seats are provided for 35 passengers and there is a large free floor area.

Also to be shown on the Leyland stand are a Beaver tractive unit and a Comet tipper, both with Leyland Power-Plus engines. The Beaver is for McKelvie and Co., Ltd., Barrhead, and is equipped with a B.T.C. fifth-wheel coupling. Bodywork of the Comet tipper is by Joseph Wilkinson (Motors), Ltd., Edinburgh, and Edbro twin underbody ram tipping gear is fitted.

Recently introduced models to be shown by the other members of the Leyland group include an Albion Super Reiver, six-wheeled chassis on the Albion stand, and Scammell Lorries, Ltd., are to exhibit one of their new Fourtrak twin-oscillating-axle semi-trailers coupled to a Scammell Handyman tractive unit.

## 4,000-Gal. Tanker Weighs Under 20 tons Gross

"A QUART in a pint pot" is always the target of commercial-vehicle operator and designer alike. This has been fully borne in mind by Alf'd Miles, Ltd., Gloucester, in producing two new articulated tankers of high payload/gross-vehicle-weight ratio which were displayed in London last week. This concern has, in recent years, become a member of the Hawker Siddeley Group and evidence of the aircraft industry's approach to design problems can be seen in their work.

The larger of the two models is designed to carry 4,000 gal. of petroleum spirit or other products of a maximum specific gravity of 0.745, and, together with a suitable tractor, to come within a 20-ton gross weight limit. The prototype, using an A.E.C. Mercury Mark II tractive unit, with 9.00-20 Michelin "X" tyres all round, has an unladen weight of 6 tons 13 cwt., to which the semitrailer contributes 2 tons 16 cwt.

A smaller version, illustrated in our issue of September 8, and of basically similar design, carries 2,400 gal. of heavy oil, specific gravity 0.945, within a 15-ton gross laden weight for the complete out-fit.

The general specification of both types is similar. The following description applies to the larger type in detail but can be taken to be generally true of the smaller so far as the principal features are concerned.

All-welded light-alloy construction is used for the entire main structure. A very clean appearance has been achieved by arranging for there to be no change of section throughout the length.

The running gear is of the B.T.C. Fourin-Line type, with Girling cam-operated brakes. Provision for either air pressure or vacuum brakes can be made, care being taken in both cases to reduce the delay period effect by siting the units so as to avoid long pipe runs.

An interesting feature of the larger unit is the way in which the manhole covers and catwalk are slightly recessed into the top of the tank. Vertical drain tubes are fitted within this trough and some of these house the dip rods. A slight reduction in overall height is given by this recess, although the Miles engineers consider that the present figure of 9 ft. 2 in. could be reduced by about 4 in. by modifying the mounting of the running gear and rubbing plate.

The overall length and width of the 4,000-gal, tank are 26 ft. and 7 ft. 3 in. respectively, and the prototype is divided into six compartments. A light-alloy tubular ladder is fitted at the front of the tank, offset to the nearside, to give easy access in all positions of articulation.

#### Orders and Deliveries

MORE FOR SCOTLAND: Scottish Omnibuses, Ltd., have ordered a further 16 A.E.C. Reliance single-decker chassis.

BATTERIES FOR ARGENTINA: A.E.C., Ltd., have ordered 2,000 Chloride 6v, batteries for use on the 500 Regal Mk. VI city service bus chassis recently ordered by the Argentina Ministry of Public Works.

ENGINES FOR TRACTORS: The British subsidiary of J. I. Case Tractors Co., have ordered 200 Leyland Power-Plus 0.370 and 50 Power-Plus 0.400 diesel engines. The engines are to be installed in two types of tractor built in the U.K.

AIRCRAFT REFUELLERS: Three Leyland Hippo tanker chassis have been ordered by Zwicky, Ltd., of Slough, for the Iraq Air Force. The six-wheel chassis will be powered by 200 b.h.p. Power-Plus diesel engines and will be equipped by Zwicky for use as aircraft fuelling vehicles.

SEVEN FOR DEVON: Two models of A.E.C. Reliance chassis are included in an order for seven chassis by Greenslades' Tours, Ltd., of Exeter. Three will be the new Reliance 590 36-ft.-long models which are powered by A.E.C. AH590 diesel engines and the balance will be standard Reliance chassis, with A.E.C. AH470 diesel engines,

SNOW BLOWER FOR SCOTLAND: The Roads Division of the Scottish Home Department have placed a repeat order with Rolba, Ltd., Rochester Row, London, S.W.I., for a Rolba-Klöckner rotary snow plough. It incorporates an 8-ft, 4-in,-wide rotary attachment, powered by a separate 200 b.h.p. air-coeled diesel engine. The snow clearing capacity is approximately 1,500 tons per hour.

#### Micrograms

Simms in Southampton: Mr. John Ayres, managing director of Simms Motor Units, Ltd., opened the company's new premises at Crosshouse Road, Southampton, last Tuesday.

Vehicle Security Show: The Eastern Area of the Traders' Road Transport Association meets on October 19 at Colchester Police Station to see a vehicle security exhibition arranged by Essex Constabulary.

Scammell Dumper Improved: The specification of the Scammell Sherpa 4 x 2 dump truck has now been changed and its designation altered from Mark II to Mark III, with the fitment of a Scammell 6-speed gearbox and improved power take-oft. This is a more powerful unit and will increase the tipping speed of the 9-cu.-yd, dumper body.

British Petroleum Exploration Co., Ltd., who have been successful in finding oil in various parts of the country, have begun drilling operations at Etton, near Peterborough.

Exide Demonstration Fleet: A fleet of demonstration vehicles has been put into service by Chloride Batteries, Ltd., with the object of helping and advising traders on all problems associated with the marketing and testing of batteries.

One-man Buses for Leeds. Five pay-as-youenter 42-seater buses are expected to be introduced by Leeds City Transport on the Ring Road service next year. Negotiations are proceeding with the trade unions concerned on details of operation.

#### **Municipal Contracts**

Bournemouth Corporation is recommended to approve the purchase of a Johnson suction cleaner, road sweeper vehicle at an estimated cost of £3,500-£4,000 and their Highways and Works Committee has accepted the tender of Knott Bros., Ltd., for the supply of two Morris Mini-Vans at a total cost of £710 17s. 1d.

Salford Transport Committee recommends acceptance of the tender of Dennis Brothers, Ltd., amounting to £4,595, for the supply to the Street Linhting Department of a 40-ft, Simon hydraulic platform, together with a workshop, mounted on a Dennis 3-tun chassis. The Transport Committee recummends acceptance of the tender of City Garage (Salford), Ltd., amounting to £807, for the supply of a B.M.C. 30-cwt, van and acceptance of the tender of Green and Zonis, Ltd., of Manchester, amounting to £1,108, for the supply of a B.M.C. 50-cwt, van and acceptance of the Solvent of Street and Street Street and Street Street and Street Street and Street St

Brighton Transport Department invites tenders for the supply of three Morri Mini-Vans. Details and forms of tender are obtainable from the general manager and tenders must be received by the Town Clerk, Town Hall, Brighton, not later than October 21.

Manchester Baths and Laundries Committee has accepted the tender of Culvers Car Mart, Ltd., of Manchester, for the supply of a 15-cwt, delivery van, taking in part-exchange a redundant vehicle. The Aurport Committee has accepted the tender of Herbert Lomas, Ltd., of Handlorth, Cheshire, for the supply of an ambulance fitted with radio and loud haller equipment for use at Manchester Airport and the Waterworks Committee has accepted the tender of Manchester Garages, Ltd., for the supply of one 30-cwt, and three 5-cwt. Ford vans, The Transport Committee has accepted the tender of J. Quick, Ltd., Manchester, for a Ford Thames Trader prime mover.

#### Siddle C. Cook, Ltd., Guilty, say Magistrates

KNARESBOROUGH, Yorkshire, magistrates last week found Siddle C. Cook, Ltd., of Consett, Co. Durham, guilty on four counts of illegally operating vehicles. They were fined £4 on each charge, plus costs.

Last August the company pleaded not guilty to charges, instigated by the Northern Licensing Authority, of operating articulated vehicles earlier in the year in excess of 32 tons. Evidence was brought by the prosecution to show that the vehicles were being operated as articulated units within the meaning of the Construction and Use Regulations.

At the hearing, Mr. T. H. Campbell Wardlaw, for the defendants, reminded the magistrates that in April they had been asked to find that, on the same dates and carrying the same loads, the vehicles were operating as tractors and trailers—the charge then being that they were not carrying the requisite number of attendants. The charges had been dismissed on that occasion.

In August, after rejecting a submission of no case to answer by Mr. Wardlaw, the magistrates reserved their decision for six weeks

## Reliability looks like this











J2 16-16 CWT. VAN-PRIME MOVER 7 TON TIPPER 2 TON F.G. FORWARD CONTROL TRUCK

The full series includes:—
J.4 10-12 cwt. van, 1 and
1½ ton vans, J.2 16-18 cwt.
van, pick-up and Minibus,
1½, 2, 3, 4, 5 and 7 ton
trucks. 5 and 7 ton tippers.
Also Prime Movers. Forward or normal control,
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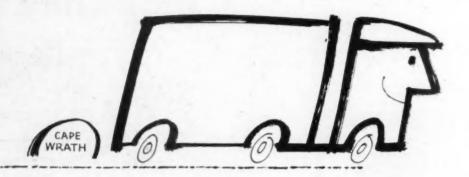
Twelve Months' Warranty and backed by B.M.C. Service—the most comprehensive in Europe. The Morris 3 Ton Normal control Truck is built for reliable and efficient service under all conditions of use. Strength and safety have been the main factors behind its design. Drivers will appreciate the comfort of the large seat and extra amount of leg and head room. The windshield and windows are wide and deep, affording maximum visibility. Choose the Morris 3 tonner for all round reliability on today's roads.

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## GO WELL-GO SHELL

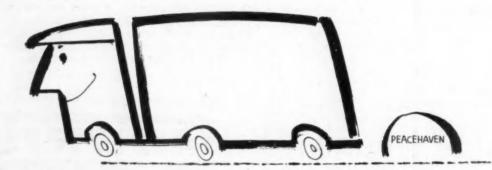


Diesoline actuates



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and anywhere on the map they're on tap



YOU CAN BE SURE OF



#### Lightweight, Collapsible Container

IT was announced in our issue of August 11 that Bonallack and Sons, Ltd., of Basildon, Essex, had developed a light alloy five-ton goods container which, when empty, can be collapsed to occupy a volume 75 per cent. less than when fully extended. Fuller details of its design, which has been evolved in consultation with Hogg, Robinson and Capel-Cure, Ltd., the international shippers and forwarding agents, have now been released.

In essentials the Collapsitainer, as it is called, is a box made of aluminium alloy with folding sides. The standard version, suitable for a five-ton load, weighs 6 cwt. net, occupies 198 cu. ft. when erected and 55 cu. ft. when collapsed. There are no detachable parts and it is claimed that two men can erect the container without use of tools in well under two

The desirability of sufficiently robust construction to withstand the stresses and impacts of normal handling by crane or fork-lift truck, and over-stowing by other containers or general cargo has been taken into account in its design.

Apart from its contribution to solving the problem of combining strength and lightness, the aluminium alloy construction makes the Bonallack Collapsitainer proof against vermin and corrosion resistant. The measurements when fully extended are 7 ft. 61 in. long, 5 ft. 1 in. wide and 5 ft. 2 in. high, and the containers can be stacked four high.

#### Vehicle Lighting Changes in New Regulations

THE Road Vehicles Lighting (Amendment) Regulations, 1961, which come into operation on October 19, permit the ambulances and vehicles used for police, fire brigade or fire salvage purposes to carry lamps displaying a blue light to the rear, and road clearance vehicles to carry lamps displaying an amber light to the rear, subject to the lamps complying with the prescribed conditions.

Road clearance vehicles are also permitted to display amber reflecting surfaces facing rearwards.

The Regulations also contain amending requirements as to the marking of obligatory rear lamps carried on nonmechanically propelled vehicles. Regulations are obtainable from H.M. Stationery Office price 4d.

#### YORK TRAILER EXPANSION

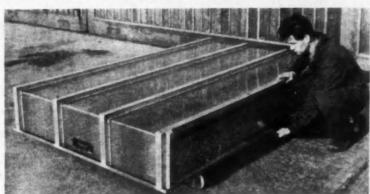
BECAUSE of increasing pressure on production space at their main plant, York Trailer Co., Ltd., Corby, Northants, have taken over extra temporary premises at Weldon, nr. Corby, to house their third-axle division.

These will be used for third-axle conversions until York's new building, north f the present plant, is ready.

The new building is expected to be ready within six months.

(Right) The Bonallack container in use. (Below) Two men can erect the collapsed con-tainer in under two minutes.





### The Problem of Long, Flexible Loads

LONG lengths of fabricated steel work now being carried from the Motherwell area by James McKelvie and Co. (B.M. and P.), Ltd., required vehicles giving rigid stability, Mr. James McKelvie, a director of the firm, told the Scottish Licensing Authority, Mr. W. F. Quin, in Glasgow last week. McKelvie asked for an A licence variation for five articulated units of a total unladen weight of 55 tons, normal user of "metal and metal finished products in Great Britain."

This was amended to read "40 per cent. in Scotland and 60 per cent. in England and Wales" in line with the existing licences at Motherwell.

Basis of the application was the increased number of loads more than 40 ft. long. McKelvie said the trend towards longer lengths had continued year by year and had brought increased difficulty in transporting. They had eight vehicles at Motherwell suitable for the work and earnings averaged £1,650 a month with double and treble shift working. This was a very big earning capacity which should be cut down, excessive shift working was not desirable.

Giving supporting evidence, Mr. Gavin Scott, works manager for the Motherwell Bridge and Engineering Co., and William McLean, traffic manager of Alexander Findley and Sons, Ltd., confirmed the trend towards the carrying of longer, more flexible structures and the need for suitable transport.

Mr. Quin adjourned the hearing to allow British Railways, British Road Services and Gavin Wilkie, Ltd., to present evidence of their facilities.

#### Body Building Speed-up Earns New Licence

JAMES MCKELVIE AND CO. (B.M. J and P.), LTD., Paisley, were granted an A licence for 18 articulated units of a total unladen weight of 153 tons by the Scottish Licensing Authority, Mr. W. F. Quin, in Glasgow last week.

Normal user granted will be "motor car bodies and cabs for Pressed Steel Co., Ltd., to Langley, Birmingham, and Bathgate and ports in Great Britain.'

Mr. James McKelvie, a director of the firm, said the four articulated units and four trailers already granted on short-term A licence were fully employed on the existing output of Rover and Volvo bodies. The Pressed Steel programme was being speeded up to meet Ford requirements

An assurance was given that in the event of any recession in the position McKelvie would not use these vehicles for any part of their normal work but would surrender the licence and make such new applications as were necessary.

Kenebrake, Kenebus and Kenecrew versions of the Austin 10/12-cwt. and Morris J4 vans are being produced by Kenex Coach-work, Ltd., Dover, Kent. The Kenebrake work, Ltd., Dover, Kent. The Kenebrake has eight forward-facing and four inward-facing upholstered seats, and there is an alternative Yeoman version with wooden-slatted rear seats. The Kenebus has 10 inward-facing seats, and the Kenecrew has longitudinal slatted seats. Conversion prices range from £83 for the Kenecrew to £132 for the Kenebrake.

#### **Arnside Contractors** Win Appeal

A N appeal by E. Nelson and Sons, haulage contractors, of Arnside, Westmorland, against the refusal of the Northern Licensing Authority to vary their ordinary A licence by the addition of five vehicles was allowed by the Transport Tribunal in London last week. The British Transport Commission were the

only objectors.

Mr. T. H. Campbell Wardlaw, for the appellants, said that if the application had been granted a contract A licence held by the firm in respect of a contract with the Cape Asbestos Co., Ltd., would have been surrendered. The contract, which had been held since 1955, was originally for one vehicle, but was increased to five in 1957. From then, until the beginning of this year, the five vehicles were operating for Cape Asbestos who produced material used in the manufacture of asbestos products at Kentmere, Westmorland.

A subsidiary company, Cape Building Products, Ltd., at Uxbridge, were using the material to manufacture asbestos boards and these were being carried north by the appellants' vehicles. Their vehicles were also being used to carry waste material from an associate company in Glasgow to Kentmere.

#### New Subsidiary

At the end of 1960 the Cape Asbestos Co. formed a new subsidiary, called the Cape Insulation and Asbestos Co., which took over the Kentmere works. Because of this, doubts arose as to the legality of the appellants' position in continuing operations for the Cape Asbestos Co. under the terms of their contract A licence. The application for the variation was submitted for this reason.

The Cape Asbestos Co. ceased to be a manufacturing company on January this year. The appellants were merely seeking to put their house in order.

Mr. J. M. Timmons, for the British Transport Commission, said that if the sole purpose of the appellants was to regularize their position, there was no justification for them to have anything more than would regularize it.

The Tribunal president, Sir Hubert Hull, said that in the absence of any evidence from anyone contending that they could do this work, or of any evidence that there would be excessive abstraction, the appeal seemed a plain case for the granting of the licence, so that the five vehicles could properly continue to do the work they had been doing up to the end of last year.



## Sheffield Haulier Wins Tribunal Fight

AN appeal by Wilfred Harrison (Transport), Ltd., a Tinsley, Sheffield, haulage contractor, against the Yorkshire Licensing Authority's refusal to vary his A licence by the addition of four vehicles previously on contract A licence, was allowed by the Transport Tribunal in London last week.

The original hearing was adjourned in July, pending the Court of Appeal's decision in the case of Arnold Transport (Rochester), Ltd., which involved similar principles. The court had since ruled in favour of Arnold's switch from a contract to an A licence.

The president of the Tribunal, Sir Hubert Hull, said that in his view the facts of the appeal were indistinguishable in principle from those of the Arnold appeal.

Among the evidence taken into account was the inference that if a public A licence were granted, there would be to some extent abstraction, and other hauliers would have less work to do.

Mr. J. R. C. Samuel-Gibbon, for the appellant, said the appellant's contract A licence was held in connection with the Tinsley Rolling Mills, Sheffield. At the public hearing of the application, the Licensing Authority said the case boiled down simply to the fact that the contract customers, Tinsley Mills, wanted to surrender the contract, and for the appellant to surrender his contract licence, so that they, the customers, might get the benefit of lower rates.

Later, the Licensing Authority said there was nothing binding the appellant to reduce his rates. He was, in effect, a transport manager for Tinsley Mills, and they were absolutely at his mercy unless prepared-and he gathered they were not-to employ a transport manager of their own.

Mr. Samuel-Gibbon added that the Licensing Authority found that the contract vehicles were fully employed with the work from Tinsley Mills, and that this work was going to continue to the same extent under the A licence. But the Licensing Authority considered that if the application was granted there was no obligation on the part of the appellant to reduce his rates. It was this factor which quite clearly induced him to dismiss the application.

#### Haulier's Renewal Battle Lost

THE Transport Tribunal in London last week dismissed a Wolverhampton haulage contractor's appeal against a West Midlands Licensing Authority decision which allowed the renewal of an A licence with a normal user amended by the contractor.

The appellant, Mr. A. L. S. Harman, of Compton Road, Wolverhampton, managing director of A. L. S. Harman, Ltd., originally asked the Licensing Authority for a continuation of the licence with its existing normal user.

At the public hearing the Licensing Authority decided he was not justified in granting the renewal on that basis, but after Harman amended the normal user the renewal was granted.

The Tribunal President, Sir Hubert Hull, told him: "The Licensing Authority seemed to think he could not grant the declaration of normal user applied for and suggested to your solicitor that if he asked for something different he would renew the licence. Your solicitor asked for something else on your behalf and he got it."

If Harman had customers calling for his services he could ask the Licensing Authority for a variation of the licence.

Sir Hubert said he would not order the application to be reheard.

R20



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SUCCESS



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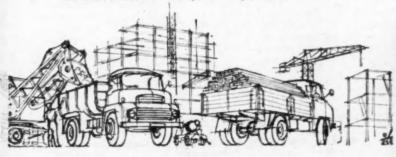
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Built specially for on-and-off-the-road work the Dunlop RK8 and RK9 giant tyres offer outstanding toughness, immense wear-resistance, surpassing grip, and up to 20% more mileage. The RK9 (illustrated left) is suitable for all-round fitment on all trucks and combines exceptionally long mileage with high resistance to irregular wear. The rugged tread of the RK8 (below)—an ideal rear wheel tyre for heavy trucks—offers positive grip on soft ground but still ensures maximum mileage and traction on normal roads.

For heavy vehicles the perfect combination is RK9 on the front wheels and RK8 on the rear. Both are available with nylon or rayon cord.



## DUNLOP

FOR TOP MILEAGE
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44

#### MR. SUNSHINE



Meet the transport manager...Mr Sunshine since he suggested his firm take their transport to Smith Motors. They did, and transport troubles disappeared like a sports car up the M1. SM, he found, were a garage extraordinary. Sound servicing he had expected, but the remarkable knowledge of SM's 200 engineers about all things on wheels was something he had never experienced before. The way SM had £200,000's worth of B.M.C. spares at their fingertips. The way SM breakdown lorries and delivery vans would go any where, anytime. Nowhere before had he found knowhow and service like this. But, come and see for yourself. See SM's new commercial and private vehicle showroom ...33,000 square feet for AUSTIN and MORRIS. See SM for your trucks, vans or cars—a fleet or a few.

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## Heavy Traffic Should Be

THROUGH lorry traffic was being diverted from the city centres on the Continent with considerable success, and there was no reason why this should not be done to a greater extent in Britain, said Mr. W. J. H. Palfrey. Assistant Chief Constable of Lancashire, when he addressed the National Road Safety Congress at Southport last week. The Congress was organized by the Royal Society for the Prevention of Accidents, and over 1,000 delegates were

One of the greatest delays to traffic at peak periods were roundabouts, conthrued Mr. Palfrey, as they caused a serious obstruction and considerably hampered the work of the police.

Unfortunately there were varying degrees of road lighting and many drivers made a habit of turning off their headlights immediately upon entering a lighted area, irrespective of the efficiency of the street lighting. This was causing far too many accidents. His advice was always to drive on dipped headlights unless the lighting was exceptionally

There was a growing practice amongst lorry drivers of signalling either with their headlights, with their tail lights, or with both. Flashing headlights were useful at night to indicate one's presence at cross roads or bad bends, but lorry drivers sometimes used their lights to indicate that it was safe to overtake or, equally, that it was dangerous.

This could be confusing to other road users and should be discouraged. Palfrey said that he placed the longdistance heavy lorry driver as the best on the roads.

Discussions were also heard regarding parking, priority at cross roads, safety helts, speed limits and the employment of more full-time Road Safety Officers. The Congress concluded with an address by Professor G. C. Drew, M.A., of the University of London, on "Fitness to Drive.

Mr. H. Bottomley, general manager of Ribble Motor Services, Ltd., opposed the proposal that seat belts should be used in p.s.v.s. He suggested that buses were the safest form of transport there

NEW B.R.S. PARCELS SERVICES

B.R.S. (PARCELS), LTD., last Monday extended their parcels and smalls services in Yorkshire operating from the existing British Road Services depot at Lawrence Street, York.

The extension provides collection and delivery services to several places previously covered by Leeds and Hull parcels depots and also introduces new services over a wider territory.

A new depot at Abergele in North Wales commenced operations on the same day to provide new and improved services throughout Caernarvon, Denbigh and Anglesey. This will be linked with the national network of B.R.S. parcels services, initially through the Liverpool Branch, and direct trunk services to other main centres will be developed progressively.

Diverted — Police Chief

PRICE CORRECTION

VEHICLE prices quoted in the road test report of the Austin S200 truck in last week's issue of "The Commercial Motor" were incorrect. Cost of the drop-side truck is £704, the platform truck costs £694, the chassis/cab £634, the chassis/front end £598 and the chassis/scuttle £530.

Built by H. C. B. Engineering, Ltd., on a Bedford TK chassis, this emergency der for Bristol Fire Brigade has various types of lifting and spreading gear fitted.



#### Contract A Licence Revoked

CONTRACT A licence for two A vehicles belonging to Double Ess Transport, Ltd., Pudsey, was revoked as from November 13 by the Deputy Yorkshire Licensing Authority, Mr. J. H. E. Randolph, at Leeds last week, Following several irregularities the company had been brought to court, being in breach of sub. section 1, section 178, of the Road Traffic Act.

One unit had been used to perform

APPLICANTS ABSENT

HAULAGE contractors recently struck against the rates paid for their services were among objectors at Sheffield last week when a Sheffield firm was to have applied to the Yorkshire Licensing Authority for a licence to do the work the hauliers had refused.

A. F. Farmer and Sons had filed an application for a Contract A licence to carry goods for Kingsbury Concrete, Ltd., of Ranskill, Notts, but when the case was called before Mr. J. H. E. Randolph, the Deputy Yorkshire Licensing Authority, the applicants did not appear.

Present to oppose the application were Mr. P. F. Wise, for a number private objectors, and Mr. I. F. Wrottesley, for British Railways.

Mr. Randolph told them there had been repeated, but unsuccessful, efforts by the Authority's staff to contact the applicants by letter and phone. Therefore all he could do was refuse the application for want of prosecution.

unauthorized transportation for Thomas Smeeth, and the other had been unloaded on several occasions when carrying aluminium scrap. The company had faced 36 charges in the past and had been fined for not maintaining their vehicles properly and overloading them, and for other offences.

On May 3 an application had been heard, when Double Ess Transport had asked to substitute the licences of eight contract A vehicles by public A licences.

Mr. Randolph said that taking into account their previous conduct it was impossible for him to grant this.

Sodium Lighting Recommended for London

MINISTRY OF TRANSPORT statement says that the Minister, Mr. Ernest Marples, welcomes the recommendations in the final report (published last week) of the Consultative Committee on the Lighting of Traffic Routes within the London Conurbation.

The committee have concluded that, in terms of visibility to road users, there is little to choose between the main modern types of lighting-fluorescent, colour-corrected mercury and sodium-and they emphasize that uniformity of lighting level is more important than uniformity in colour.

Nevertheless, they have recommended that on the main traffic routes in and London, complete uniformity should be achieved by adopting sodium lighting. They point out that the greater part of these roads is already lit by

Abrupt changes of brilliance in street lighting should be avoided, says the committee, and a very high standard of lighting should be adopted.

## An Almost Perfect





## Transport Market

by A Special Correspondent

NE would have thought, from some of the newspaper comments and the saloon bar conversations at the time the Cabinet was making up its mind about the Common Market, that Britain and the continent of Europe were utter strangers. Temperamentally we have always been, and might still be, a fraction isolationist. Commercially, the barriers of language and the Channel have been penetrated in many fields. In some aspects of transport such barriers have been almost completely broken down. And in one company at least a "common market" has been virtually perfected.

This is Eurofreight, Ltd., the British headquarters of which is at 1-3 Cornwall Road, London, S.E.1—within a stone's throw of Waterloo Station. Eurofreight offers "a fast, all-inclusive, door-to-door freight service to and from the Continent for small and medium weight consignments." Its "trade mark" is a derivation of the Common Market symbol—an E surrounded by stars.

Its service is theoretically one of the most complex in international goods transport: it works because of its comparative functional simplicity.

The man who created Eurofreight and who is behind it today is Mr. John Ambler. With his many other interests he was not strictly a road transport specialist. He was a man with an idea which he had to sell to transport specialists, both here and on the Continent. The success with which he has done so establishes him, in my estimation, as one of the most enterprising and vivid personalities in British transport today.

Perhaps his most valuable asset during the birth of



A direct delivery of a bulk load, in this case washing machines, from Birmingham being transferred from a Leyland Comet into a freighter for transport to Brussels.

Eurofreight was the breadth of his contacts and connections—its establishment needed more than those, however. Knowledge of the Continent, knowledge of and kinship with Continentals, and a large measure of international salesmanship were the essentials in turning a first-rate idea into a working proposition.

Mr. Ambler's knowledge of the Continent and of international transport will be a quality much in demand if current negotiations bring Britain into the Common Market.

The company Mr. Ambler has created operates two services—Trukair and Truksea. Apart from the fact that the Channel is crossed by different means, which affects the speed and the rates, the services in functional and organizational terms are identical.

The company claims this for its services:-

"FAST: Eurofreight's service eliminates unnecessary delays at depots, ports and Customs. For instance,

via Trukair, goods can normally be in the hands of the consignee about 2-4 days after a single telephone call is made, depending on the distance involved. Two or three days longer by Truksea.

"ECONOMICAL: Rates include all transportation charges from door-to-door-collection, road transport, handling and port charges, cross-Channel transport and delivery. They are the most economical rates available for such a fast service.

"DIRECT: Goods are collected from any main industrial centre in Britain. They are carried by



Main U.K. transhipment point for Eurofreight traffic — both Trukair and Truksea — is Atlas Express's headquarters at Canon Beck Road, Bermondsey. Shuttle services are run from here to airport and docks. Note the sign at the depotent entrance.

The Almost Certainly Unique Door-to-door Trukair and Truksea Services Between Britain and the Continent Await Only Britain's Entry into the Common Market and a New Freight Aircraft to Become a Major Smalls Transport Organization in Europe

overnight truck services to the London depot, thence by short sea or air routes to the Continent. Then Eurofreight speeds the goods through Customs and delivers them direct to the consignee. All these operations are under Eurofreight control.

"DEPENDABLE: The often complicated procedure of shipping to the Continent is reduced to a single contract, and a standard door-to-door rate. The resources of the carrying organizations participating are unified to simplify stable, Edinburgh, Glasgow, Leicester, Liverpool, London, Manchester, Nottingham, Oxford and Wakefield. Eurofreight run their own depot at Southend Airport. Consignments in Brighton are handled by Stapleton Brothers; in Bristol and Exeter by A. Packham and Co.; in Dundee by Richie's Express; in Falmouth by Falmouth Transport Co.; in Maidstone by S. E. Thomas and Son; in Newcastle by John Forman; in Norwich by P. F. Fitzmaurice Export Carriers; in Southampton by Curtiss and Sons; in South

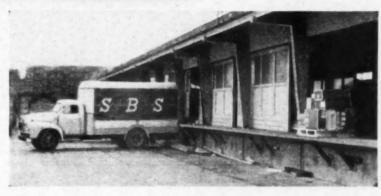
Benfleet by Essex Carriers; and in Yarmouth by F. C. Farrow Transport.
Collections for both Truksea and Trukair are made in the course of normal daily rounds by these 12 companies, and are trunked overnight either direct to the Port of London or Southend Airport if the consignments are large, or to the main transhipment depot for small consignments, Atlas Express's headquarters at Canon Beck

Road, Bermondsey.

From the Atlas Express London depot a shuttle service is run, flexible



Aircraft unloading and loading is a rapid procedure. This Super-freighter had landed at Rotterdam four minutes before this loading picture was taken—in torrential rain. The cargo was Eurofreight goods en route from Amsterdam to the Midlands.



(Right) One of the numerous loading banks at the SBS depot in Rotterdam from which Eurofreight traffic is cleared. On either side of this shed is a wharf from which the company's extensive water traffic is handled.

and speed deliveries. It is a trouble-free operation, with control of goods in transit in the hands of one company. Our through-documents enable a careful check to be kept on all consignments right up to the destination."

There is no over-statement or exaggeration in these claims, yet they do infer not only a really major European network but a degree of organization which some people whose experience qualifies them to comment would say is impossible in terms of inter-Continental transport. The service having been offered, however, it must be provided. It would need only one man in Merthyr Tydfil to be told that he couldn't send his Eurofreight goods door-to-door to Utrecht or wherever, and the service will have failed.

How does it work on this highly ambitious scale? Eurofreight's collection service in Britain is handled through an extensive tie-up with express carriers, in particular the Atlas Express Co., Ltd., to whom Mr. Ambler first sold the idea of his common transport market, and whose managing director, Mr. R. H. Farmer, is chairman of Eurofreight.

Atlas Express depots handle Eurofreight consignments in Aberdeen, Birmingham, Bradford, Cardiff, Coalville, Dun-

according to the weight of traffic, to Southend Airport in the case of Trukair and to the Holland Steamship Company's wharf at Chamber's Wharf in the case of Truksea. As indicated, where a load justifies direct trunking from collection point to embarkation point, this is done.

The integration of 12 companies working out of 27 depots throughout Britain gives a complete United Kingdom cover, and, of course, its efficient functioning owes much to the existing collaboration between the express carriers in the group. In this respect there is little unusual or remarkable about the service.

It is on the Continent where most of the spade-work has been necessary. Working methods, labour problems, schedules and so on, vary considerably from country to country, even though the establishment of the "Six" has immensely simplified and streamlined European transport. Above all, the Continental haulier or goods carrier has a different outlook on both life in general and in the transport job in particular, than many of his British counterparts.

It is not difficult to estimate the number of problems to be surmounted, or the degree of salesmanship necessary, to establish a similar set-up on the Continent among carriers as functions here. Yet this has been achieved, not in one country but at the present time in eight.

Eurofreight can in full confidence offer a door-to-door service from anywhere on the British mainland to anywhere in Belgium, France, Luxembourg, Austria, West Germany, Holland, Denmark and Sweden. Additionally, through routes are operated to Basle, Milan and Oslo, and it would seem only a question of time—and not much of that—before the comprehensive service can be offered in Switzerland, Italy and Norway, where at present door-to-door arrangements can be made, but are not under Eurofreight's direct control.

In each of the Continental countries operating a doorto-door service at present, a major carrier has been appointed a member of the Eurofreight network.

In Austria Kirchner and Co., of Vienna, handle Truksea. In Belgium F. Halbart and Cie are the Trukair agents. In Denmark, Halle and Boserup, of Odense, handle traffic west of the Great Belt, and Continental Autospedition A.S., of Copenhagen, handle that to the east. Nellen and Quack Transportgesellschaft, of Munchengladbach, are both air and sea agents in West Germany. Swedish Trukair traffic is handled by Auto-Transit AB. In the Netherlands,

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RATES PER KILD

TO THE U.K.

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(Above) Eurofreight import rates and (below) the export rates. The company do offer, however, substantial reductions for various commodities and for regular traffic on these printed rates.

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Rotterdam Air N.V., at Rotterdam, and Reederij Van Swieten N.V., of Amsterdam, handle air and sea consignments.

The key to success in an operation of this type, quite obviously, is the enterprise and enthusiasm with which the Continental carriers will enter into an agreement and carry through their end of the job. In this respect Eurofreight have had their problems. But they have been surmounted by what is after all a common-sense arrangement.

This guarantees that every member of the network is an equal member of it. Every carrier involved in the operation, in each country, can accept and handle traffic on the basis of a master plan which clearly defines his part in the network, and his recompense. The establishment and agreement of this master plan represents a tremendous amount of work. The Administration Guide printed in each necessary language, which is the key to the whole operation, runs to more than 50 pages.

In the course of preparing this article, I was given the opportunity to follow a Trukair consignment originating in the East Midlands through the network to its destination in Holland.

This particular consignment was collected by Atlas Express from a Leicester consignor during a Wednesday

afternoon. It was brought by the night truck to Canon Beck Road, transhipped to the Trukair Southend shuttle service and caught the 11.30 a.m. Channel Air Bridge flight to Rotterdam. From here it was cleared by Rotterdam Air and passed to Van Swieten, who trunked it to Amsterdam for local delivery on Friday morning.

At no stage of this very much routine operation did there arise any of the snags sometimes associated with exporting to the Continent. Everyone down the line took the smooth flow of the job very much as a matter of course.

It is, of course, a fact that Holland presents fewer difficulties than any other Continental country, perhaps due mainly to almost every Dutchman's ability to converse fluently with and generally put himself in harmony with almost any Englishman. Nevertheless, if the system operates only half as well in other countries, or on link-ups involving more transhipments and longer road journeys, it still works efficiently.

Obviously the harmonious collaboration of

all parties involved in Eurofreight depends on costing work to everyone's satisfaction. At the present moment there is a variance between the volume of exports and imports on the Trukair service which, naturally, affects both air and road components. To correct this there is a difference in rates for export and import traffic, although Britain's entry into the Common Market should help to even out the volume of traffic. A comparison of the rates can be seen printed alongside.

(Continued on page 347)



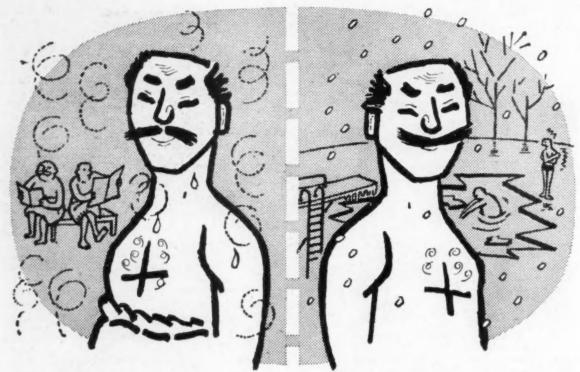
## A.E.C. IN KUMASI

Ghana, her independence assured, is on the move. There's tough work to be done—and A.E.C. heavy goods vehicles are more than handling their share. In the dense forest areas around Kumasi; in the manganese mines and on construction works of the giant Tema Harbour, the A.E.C. badge is ever-prominent. Wherever arduous conditions prevail, in Ghana as in Britain, A.E.C. is first choice for performance and dependability.



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Early morning scene at the main transhipment point for Eurofreight goods loading a Trukair van bound for Southend Airport.

The rates given are basic door-to-door charges from and to the U.K. They include all transport, handling, port charges and so on, and can be split into "F.O.B." and "C.I.F. point of entry." Only small standardized extra charges are made for customs and export and import documentation, and transhipment formalities under bond. A surcharge is made on Trukair for consignments over 200 cu. ft. per ton. Insurance cover is arranged at exceptionally low rates—2s. per £100 Trukair; 4s. per £100 Truksea.

The service requires of the consignor normally only sufficient packaging for domestic deliveries by road. Apart from any necessary statutory forms, the only documentation normally necessary are invoices in triplicate and a packing list if more than one package is

being consigned.

There are numerous commodity reductions on Trukair services to Belgium, Luxembourg and the Netherlands. There are also reductions when a consignment is collected from or delivered to an advertised Eurofreight depot.

Undoubtedly the most complex aspect of this "common transport market," and the most interesting to British road transport men, is the integration of carrying companies both here and on the Continent, making possible a door-to-door service the like of which had probably never even been dreamt of 15 years ago.

Yet the master link—the clasp in the chain—is the bridge

across the water.

John Ambler's success in establishing the Trukair side of Eurofreight owes a great deal, as he freely admits, to the wholehearted co-operation of the Channel Air Bridge.

Now a subsidiary of British United Airways, Channel Air Bridge came into being in 1954 as a division of Air Charter, Ltd., flying a few cars and passengers and a little freight between Southend and Calais. A Southend-Ostend service was started in 1955, followed by Southend-Rotterdam in 1956. Today the company operates over 100 flights daily to the Continent in peak periods, moving 25,000 vehicles and 100,000 passengers annually. Southed Airport now ranks second only to London in terms of commercial freight.

Further rapid expansion is anticipated when the new B.U.A. ALT-98 (christened the "Carvair") comes into

operation in the near future. A version of the Douglas DC-4 modified to carry freight, the Carvair will eventually replace the Bristol Superfreighters which the company have utilized exclusively until now.

Of somewhat revolutionary but attractive appearance (for a freighter), the Carvair will have a hold length of 81 feet and a capacity of 4,500 cu. ft., as against the 42-ft. hold and 2,580-cu.-ft. capacity of the Superfreighter. A movable bulkhead will enable the new aircraft to be used to

TRUNKAUR

SAME DESIGNATION OF THE STATE OF T

carry five cars and 20 passengers; or as a passenger-freighter, carrying 32 passengers with a 60 ft. freight compartment; or as a pure freighter carrying more than eight tops of goods.

With the operation of this aircraft, Channel Air Bridge plan to open services to Paris, Tours, Lyons, Dijon,

Dusseldorf, Bremen and Strasbourg.

#### Hand-in-Hand

From the outset Channel Air Bridge has worked handin-hand with Eurofreight in providing the vital link between the growing road networks on either side of the water. Teething troubles were shared. For nal agreements between the two companies were kept to a minimum and the degree of co-ordination and co-operation between respective personnel at the airports makes it apparent that virtually none were necessary. The air and road transport operators look upon each other as equal partners working for mutual benefit.

With the advent of the larger and more economical freighter, and the likelihood of Britain's entry into the Common Market there would seem to be really no limit to the growth of traffic on the Eurofreight system. The benefits to British manufacturers in competition with those on the mainland in maintaining delivery schedules could be immense.

There is, I feel sure, a lesson here for a lot of British haulage contractors. The application of road-air work is, of course, particularly to the smalls and parcels field because the size of the load is a pertinent factor in the rates charged. But there is no doubt that a demand does exist for this type of service—a demand which can only extend.



Eurofreight goods are trunked and delivered in Holland by SBS. Here a trunk run is loaded at the Rotterdam depot. Accessibility is Key-note

With Latest Range
Of Commer Models

Many Combinations Available
With New Commer Walk-Thru
Range of 1½-, 2- and 3-ton
Vehicles. Diesel or Petrol
Engines Fitted as Standard.
Exceptional Degree of Accessibility to Body Interior and
Seats

ALL new models are naturally interesting, but the latest Commer 1½-ton to 3-ton range is particularly so because of the degree of access to the body interior and the driving seat. There are three basic Walk-Thru models, as the latest range is called, 1½- and 2-ton, 350-cu.-ft. vans, which are also available as chassis/front end and chassis/cab, and a 3-ton model available only in chassis/front end and chassis/cab form.

The 1½-ton model has a 10-ft. 3-in. wheelbase and the 2-tonner is available with either a 10-ft. 3-in. or 11-ft. 3-in. wheelbase. The 2-ton van version is available only with a 10-ft. 3-in. wheelbase and the 3-ton version with an 11-ft. 3-in. wheelbase only.

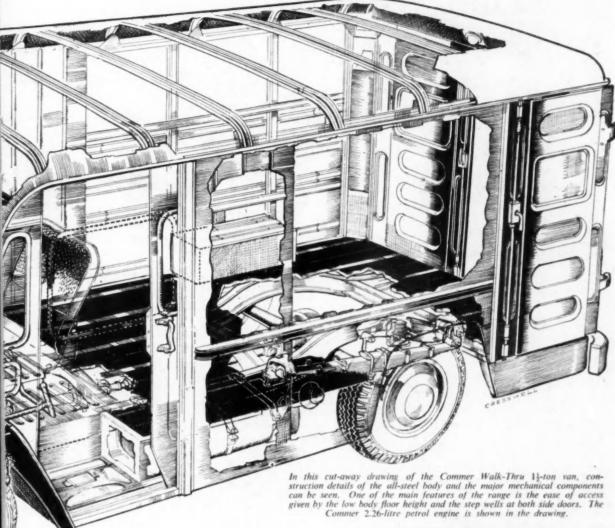
All models have conventional frames with channel-section sidemembers and five crossmembers riveted in place. Dimensions of the sidemembers are 6 in. by 2½ in. by 0.156 in. on the 1½ and 2-ton van models, 6.06 in. by 2¼ in. by 0.188 in. on 1½ and 2-ton chassis/cab models and 7½ in. by 2½ in. by 0.219 in. on 2- and 3-ton 11-ft. 3-in. wheelbase models.

It is evident from the design of the body that every effort has been made to give the best possible access to the load area both from the rear and from the driver's and passenger's doors. Floor height at the rear is 2 ft. when laden and, at the front end, the floor is dropped on both sides between the seat location and the doors to give a large step area with a height when laden of only 13 in. The driver's and the passenger's seats (an optional extra) are hinged so that they can be folded forward to improve access still further.

Sliding doors giving an aperture when fully open of 2 ft. 6 in. are fitted at the front on both sides of the van models. These slide into boxes built onto the interior of the body sides. On the chassis/cab versions, jack-knife doors which fold into the cab are employed.

Petrol or diesel engines are fitted as standard in all models. The 1½-tonner has a Commer 2.26-litre, 4-cylinder petrol or diesel engine as standard with a Commer 3-litre, 6-cylinder petrol engine as an optional extra. This 3-litre petrol or the 2.26-litre diesel engine are the standard units in the 2-ton version, with the 2.26-litre petrol engine available as an optional extra. In the case of the 3-tonner, the only two engines available are the 3-litre petrol unit and the Perkins 4.203.

Of these four engines, the 3-litre petrol is new and the Perkins 4.203 is fitted for the first time in Commer vehicles. The former is a de-rated version of the 6-cylinder unit fitted in the Humber Super Snipe car. It has a bore of 87.3 mm. and a stroke of 82.5 mm. Compression ratio is reduced from 8.0 to 1 to 6.5 to 1, and maximum power output is 79.5 b.h.p. net at 3,800 r.p.m. Maximum net



torque is 145 lb.-ft. at 1,500 r.p.m., compared with 121 b.h.p. at 4,800 r.p.m. and 161.6 lb.-ft. at 1,800 r.p.m., respectively, for the engine fitted in the Super Snipe.

Twin rocker mechanisms operate separately the banks of inlet and exhaust valves which have their manifolds on opposite sides of the engine.

The Perkins 4.203 is a 4-cylindered indirect-injection unit with a bore of 91.44 mm. and a stroke of 127 mm. Capacity is 3.331 litres (203.5 cu. in.) and maximum net output is 57 b.h.p. at 2,600 r.p.m. Maximum torque is 142 lb.-ft. at 1,350 r.p.m.

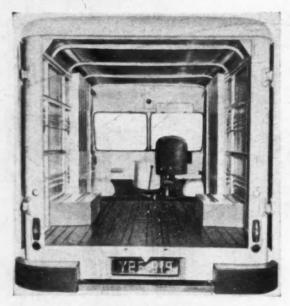
Both the 2.26-litre engines are identical, except for minor alterations, with units already fitted in Commer vehicles. The petrol engine is currently used in the Commer 1- and 1½-ton vans, which are not replaced by the Walk-Thru range. The unit has a maximum net output of 52.5 b.h.p. at 3,400 r.p.m. and maximum torque of 104 lb.-ft. at 1,600 r.p.m. The diesel engine also has a maximum net output of 52.5 b.h.p., but at a lower engine speed of 3,000 r.p.m. Maximum torque is a little lower than that of the petrol unit—100 lb.-ft. at 1,750 r.p.m. Both engines can be supplied with chromium-plated cylinder bores as an optional extra.

Borg and Beck single-dry-plate clutches having ball-type release bearings are fitted to each of the four engines. The 2.26-litre diesel, the Perkins 4.203 diesel and the 3-litre petrol engines have clutches of 10-in. diameter, while a 9-in. diameter clutch is fitted to the 2.26-litre petrol unit.

Transmission on all models is through a four-speed forward and reverse gearbox, with synchromesh on the three higher ratios. Gear ratios are 5.77, 3.029, 1.703 and 1 to 1. Reverse gear ratio is 6.985 to 1. All models also have a fully-floating spiral-bevel rear axle. The standard ratio on the  $1\frac{1}{2}$ -tonner is 5.57 to 1 with the 2.26-litre petrol or diesel engine and 5.43 to 1 when the 3-litre petrol engine is fitted. With the larger engine an optional 6.0-to-1 ratio can be fitted if required.

Each of the other models in the range has standard and optional ratios dependent on the engine fitted. On the 2-tonner, the standard ratio with the 3-litre petrol engine is 5.43 to 1 and with the 2.26-litre petrol and diesel engines, 6.0 to 1. Optional ratios are 6.0, 6.57 and 5.43 to 1, respectively. When the 3-litre petrol engine is fitted in the 3-tonner, the 6.0-to-1 ratio is standard with the 6.57-to-1 ratio optional. With the Perkins 4.203, the standard is 4.87 to 1 with 5.43 to 1 available as an optional extra.

Suspension on all models is through semi-elliptic leaf



(Above) This interior view of the 350-cu.-ft. van body indicates the large rear door aperture available when the full height doors are swung back.



(Above) When the Commer 3-litre petrol engine is installed, a modified front end to the cab is fitted to accommodate the extra engine length. The full-width front bumper is standard on all models, but flashing direction indicators (location of one of the front flashers can be seen) are optional extras.

springs. Armstrong double-acting piston-type hydraulic dampers are fitted as standard at all wheels except on the 3-tonner where rear dampers are an option.

Girling hydraulic brakes are standard, with leading-and-trailing-shoe units at the front wheels and two-leading-shoe units at the rear wheels. The 14-tonner with the 3-litre petrol engine has leading-and-trailing shoe units fitted all round. Servo assistance is standard on both 3-ton models and available as an option on the 2-tonner with the 3-litre petrol engine.

Brake sizes are 12 in. by  $2\frac{1}{2}$  in. at all wheels on the  $1\frac{1}{2}$ -ton model except when fitted with the 3-litre petrol engine, when the diameter of the rear drums is increased to  $12\frac{1}{4}$  in. The brake shoe size at the front and rear wheels of the

2-tonner and the front wheels of the 3-tonner is  $12\frac{1}{4}$  in. by  $2\frac{1}{2}$  in., while the size at the rear wheels of the latter model is  $12\frac{1}{4}$  in. by  $3\frac{1}{16}$  in.

An interesting feature of the Walk-Thru range is the location of the hand-brake lever. This is mounted horizontally on the left-hand side at the top of the steering column. The end of the lever is pulled towards the driver and the applied torque is transmitted through a shaft parallel to the steering column to operate the brakes on the rear wheels only.

The 1½-ton model has 7.50-16, 8-ply single tyres and the 2-tonner 6.50-16, 8-ply with dual rears. The tyres fitted to the 3-tonner are 7.00-16, 8-ply, also with dual rears. Petrol-engined versions have one 12V., 64 a.h. battery

while two 6V., 115 a.h. batteries in series are fitted on diesel-engined models.

The van body is of all-steel construction and is virtually a box with flat sides, roof and rear doors with a 9-in. radius to the side and rear top corners and the vertical rear corners. Interior capacity is 350 cu. ft. and effective loading space is 10 ft. 4½ in.





The large full-width two-piece windscreen and front quarter light can be seen in this photograph of the \(\frac{1}{2}\)-ton Walk-Thru van. There are small windows beneath the quarter lights on both sides of the cab. On the chassis/cab versions with folding doors, visibility to the side is limited by the solid section between the narrow windows, but the windows in the sliding doors have no obstruction and extend well to the rear of the driver's head.



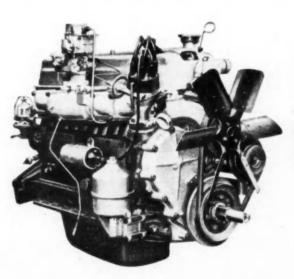
long and 6 ft.  $1\frac{1}{4}$  in. wide. Width between door boxes is 5 ft.  $6\frac{1}{4}$  in. and between the square wheelboxes 3 ft. 6 in. Height at the centre of the body is 5 ft.  $9\frac{1}{8}$  in. Rear door aperture is almost square, measuring 5 ft. 2 in. high by 5 ft. 3 in. wide.

The body floor is of hardwood, supported in steel longitudinals which overlap the timber to give a flat surface.

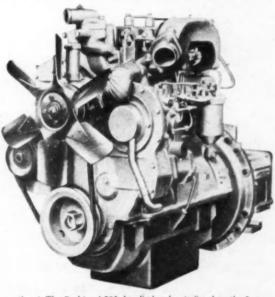
Full height double rear doors are fitted each having a

sides of the body and apart from these the sides on the 1½-ton van are completely flat. On the 2-tonner, however, the fitting of twin rear wheels necessitates shallow rear wings. On both models the fuel tank filler also protrudes from the body slightly on the nearside just in front of the rear wheel.

Visibility on the Walk-Thru range appears to be good. The full-width, two-piece windscreen has a good depth



(Above) A view of the Commer 3-litre petrol engine which is available in all vehicles in the Walk-Thru range. The engine is a derated version of the unit fitted in the Humber Super Snipe car.



(Above) The Perkins 4.203 4-cylindered unit fitted to the 3-ton version with an 11-ft, 3-in. wheelbase. Engine capacity is 3.331 litres and maximum output is 57 b.h.p. at 2,600 r.p.m.

glazed panel hung on special cast hinges, which allow them to open through 260° to lie back against the body sides when fully open. In this position they are held by self-releasing catches. An external locking handle is fitted to the offside doors, internal handles are fitted to both and they are sealed all round with rubber.

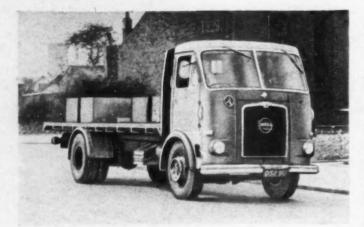
Nylon striking plates are fitted for the top and bottom door catches. These are adjustable and have angled faces which mate with the top and bottom edges of the doors so that door rattles are overcome. Strong rear quarter bumpers are available as an extra and there is also a dropped centre section which can be obtained as an extra for fitting between them to make a step.

Metal-faced timber rubbing strips are positioned on both

and, in addition to quarter lights, there are small windows beneath them on both sides of the cab. On the vans the sliding doors have large windows, but on the chassis/cab versions with folding doors, visibility to the side is limited by the solid section between the narrow windows.

Ventilation is helped by fresh air vents in the interior panels on both sides below the windscreen, and by the front halves of the door windows sliding back. Single or twin heating and demisting equipment can be fitted as an extra in place of the fresh air vents.

Other standard fittings are interior lights above the windscreen on the van models, and twin windscreen wipers on all models. Flashing direction indicators are also available as optional extras.



The six-mile out-and-return fuel-consumptiontest route contained one roundabout and six sets of traffic lights, and so the run could not be made non-stop. With a full load, 16.3 m.p.g. at an average speed of 27.7 m.p.h. was obtained.

entirely smooth and progressive, with very little lag in the system (as is usual with Hydrovac servos). From both test speeds the average maximum deceleration recorded by the Tapley meter was 65 per cent.

Hand-brake performance was adequate if not spectacular, full application of this brake at 20 m.p.h. resulting in a meter-recorded deceleration of 24 per cent. The positioning of this lever to the right of the driving seat makes it easy to reach and operate-not always the case with current hand-brake

## Comprehensive Specificationbut Small Appetite

PARTICULARLY good fuel economy, good driving conditions and a low unladen weight in view of its comprehensive specification distinguish the new Seddon Mk. 2 8-tonner, a full description of which appeared on page 256 of the September 22, 1961 issue of The Commercial Motor. Carrying a test load of 7 tons 174 cwt., a Leyland-engined 14-ft. 6-in.-wheelbase model with a 20-ft. platform body returned no less than 16.3 m.p.g. at an average speed of 27.7 m.p.h. over a none-too-easy test route, whilst unladen the fuel consumption improved to 22.1 m.p.g. at 29.2 m.p.h. over the same course.

Rarely is this sort of economy obtainable from any genuine 8-tonner, irrespective of price, which suggests that the recently introduced Leyland O.370 diesel which powered the test vehicle is going to prove appreciably more economical to operate than either the 0.350 or the 0.375 engines, which had previously been used in vehicles of this payload capacity.

Acceleration and hill-climbing were also commendable, whilst the new Seddon cab and the layout of its controls provided good driving conditions, roominess being a particular asset, this impression being enhanced by the diminutive engine cowl made possible by the low engine

The test vehicle, although an early production model, had a perfectly standard specification, only the telescopic dampers at the front axle being listed as optional equipment. The Leyland 0.370 engine drove through the basic Albion five-speed constant-mesh gearbox and two-piece propeller shaft into the Seddon hypoid-bevel rear axle, which had the standard 6.16-to-1 reduction ratio. latest standard plastics-panelled cab was fitted, and the 20-ft. body was a Seddon assembly with timber underframing, flooring and headboard, and angle-iron rave rails.

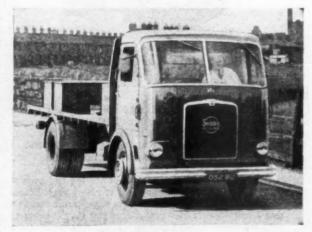
Ready for the road the fully equipped 8-tonner was found to weigh 4 tons 13 cwt., and with Seddon's Frank Galbraith, myself and test equipment aboard the vehicle grossed 12 tons 21 cwt. after the test load had been added.

Brake tests were carried out first, and the stopping distances recorded from both 20 and 30 m.p.h. were almost the same as those obtained with a Seddon 7-tonner running at nearly 1 ton lighter, the test report of which appeared in our issue of September 30, 1960. The braking was

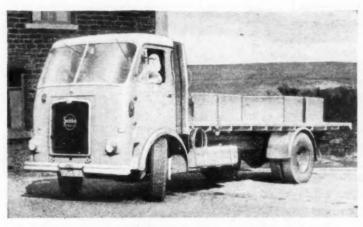
The 8-tonner's acceleration performance, both through the gears and in direct drive, was above average for a vehicle of this weight. For the standing-start tests, second, third, fourth and top gears were employed, top only just being necessary because 29 m.p.h. can be reached in fourth gear. The top-gear maximum is 42 m.p.h., which can be increased to well over 50 m.p.h. with the optional overdrive ratio available on the Albion box.

The engine pulled smoothly from as low a speed as 8 m.p.h. during the direct-drive acceleration tests, and the very flat torque curve of this Leyland unit produced consistent acceleration between 10 and 20 m.p.h. and between 20 and 30 m.p.h. No transmission roughness was noticed during this test.

A six-mile out-and-return fuel-consumption test was made along The Broadway, Chadderton, a route involving plenty of gear changing because it contains six sets of traffic lights and one roundabout. Nevertheless, without exceeding 33 m.p.h. at any time, an average speed of 27.7



Both laden and unladen the Mk. 2 8-tonner handled well, and the driving position was quite comfortable. The direct-top gear-box gave a top speed of 42 m.p.h.



The new cab adopted by Seddon's for their Mk. 2 follows current Seddon practice in having plastics panels on a timber frame. It is likely that this cab will gradually be adopted for other Seddon models.

New Seddon Mk. 2 8-ton Range Available with Leyland 0.370 Diesel Engine, which Gives Particularly Good Fuel Economy: Latest Cab Provides Good Driving Conditions

#### by John F. Moon, A.M.I.R.T.E.

m.p.h. was maintained over the course, and the calibrated fuel-test tank indicated the consumption rate to have been 16.3 m.p.g.

This is an excellent result, particularly as the gearbox had direct top gear: had the overdrive box been fitted I feel sure that the consumption rate would have been nearer 18 m.p.g., whilst the figure recorded would have been higher had it not been necessary to make four stops during the course of the run.

After the rest of the laden testing, the test load was removed and the same course retraced in an unladen condition. This time only two traffic stops were made so the average speed was slightly higher, being 29.2 m.p.h. The fuel consumption rate was 22.1 m.p.g., which suggests that



(Below) Because of the low mounting of the engine, there is a surprisingly small cowl in the cab. This picture shows also the fully adjustable driving seat and the location of the instrument dials.



an average of at least 19 m.p.g. would be obtained with vehicles which have to operate unladen on return journeys.

Buckstones Road, Shaw, was the scene of the hillclimbing and fade-resistance tests. This climb is 1½-miles long and has an average gradient of 1 in 12, with steep sections of up to 1-in-8½ severity. The ambient temperature at the time of the test was 59°F., and the enginecoolant temperature before making the climb was 148°F.

The ascent took eight minutes, and the lowest gear used was second, this having been engaged for three minutes, during the course of which time the road speed never dropped below 10 m.p.h. The climbing time is good for a vehicle of this weight, and the cooling system was shown to be entirely adequate, the water temperature having risen by only 15°F, during the course of the climb.

Actually, the radiator is slightly larger than is necessary with this engine, having been designed for use in another chassis with a more powerful engine. No exhaust smoking was seen at any time during this climb, and the low-speed pulling performance of the engine in third gear was most impressive.

Brake-fade resistance was checked by coasting down Buckstones Road in neutral, relying on the foot brake to keep the speed down to 20 m.p.h. This descent lasted 3½ minutes, at the end of which time a "crash" stop from the same speed produced a maximum Tapley-meter reading of 33 per cent.

This shows that maximum braking efficiency had been approximately halved by the fade, but it must be remembered that the test vehicle had covered less than 100 miles before I took it over, and therefore the unbedded linings could not be expected to put up as good anti-fade resistance as they would after a couple of thousand miles. In any case, nobody in their right mind would descend a hill of this length

The 13-mile climb up Buckstones Road, Shaw, took eight minutes, and the lowest gear used was second. Engine-coolant temperature rose by only 15°F.

#### ROAD TEST No. 718/M177-SEDDON Mk. 2 8-TONNER (LEYLAND ENGINE)



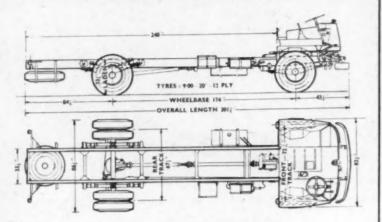
MODEL: Seddon Mk, 2 14-ft. 6in.-wheelbase forward-control four-wheeled goods chassis, with Leyland diesel engine, standard plastics-panelled cab and 20-ft. timber platform body.

Unladen (kerb weight) Payload Driver, observer, etc.	**	**	7	1 17 3	3 1 2
			12	2	2
DISTRIBUTION : Front axle	**		3 8	16	3

ENGINE: Leyland 0.370 six-cylindered direct-injection diesel ongine; bore 103.38 mm. NGINE: Leyland 0.370 six-cylindered direct-injection diesel engine; bore 103.38 mm. (.07 in.); stroke 120.65 mm. (4.75 in.); piston-swept volume 6.075 lisres (37 cu. in.); maximum net output 110 b.h.p. at 2,400 r.p.m.; R.A.C. rating 39.5 h.p.; maximum net corque 272 lb.-ft. at 1,600 r.p.m.

TRANSMISSION: Through 14-in.-diameter single-dry-plate clutch to Albion five-speed constant-meth gearbox, thence by two-piece propoller shaft to the Seddon fully floating hypoid-beval

GEAR RATIOS: 6.988, 4.308, 2.655, 1.605 and



1 to 1 forward; reverse 6.343 to 1; rear-axle ratio 6.16 to 1

BRAKES: Girling hydraulic system, with two-leading-shoe units at all wheels, and Clayton Dewandre Hydrovac suspended-vacuum servo. Single-pull hand brake linked mechanically to rear wheels only. Diameter of drums, front, 16 in., rear, 15.25 in.; width of linings, front, 3.0 in., rear, 5.0 in.; total frictional area, 480 sq. in., that is, 39.5 sq. in. per ton gross weight as tested.

FRAME: Pressed-steel channel section, with six cross-members bolted in position.

STEERING: Maries 611 cam and double roller: 52 turns from lock to lock.

SUSPENSION: Semi-elliptic springs, with helper springs at rear axle and telescopic dampers at front axle.

FUEL CONSUMPTION: (a) laden, 16.3 m.p.g. at

27.7 m.p.h. average speed; (b) unladen, 22.1 m.p.g. at 29.2 m.p.h. average speed, that is 198 gross ton-m.p.g. as tested (a), giving a time-load-mileage factor of 5,485.

TANK CAPACITY: 20 gal., laden range approx-imately 325 miles.

ACCELERATION: Through gears, 0-20 m.p.h., 14.5 sec.; 0-30 m.p.h., 28.4 sec.; direct drive, 10-20 m.p.h., 21.1 sec.; 10-30 m.p.h., 42.7 sec.

BRAKING: From 20 m.p.h., 26.25 ft. (16.5 ft. per sec. per sec.); from 30 m.p.h., 55.0 ft. (17.6 ft. per sec. per sec.).

WEIGHT RATIO: 0.453 b.h.p per cwr. gross

FORWARD VISIBILITY: To within 12 ft. of front bumper at ground level on centre line.

TURNING CIRCLES: 57 ft. left lock, 54 ft right lock. Swept circles: 60.5 ft. left lock, 57.5 ft. right lock.

MAKERS: Seddon Diesel Vehicles, Ltd., Oldham,

in neutral, and despite all this there was still 4 in. of pedal travel left at the bottom of the hill.

I then drove the Seddon back to the 1-in-81 section and here I stopped it. The handbrake was powerful enough to restrain the vehicle from rolling backwards, and it was then shown possible to make a restart in second gear, although only after I had deliberately slipped the clutch for a second or two, just to get the vehicle moving. From the restart performance on this gradient it is fairly safe to judge that bottom gear should be low enough to enable restarts on gradients approaching 1-in-5 severity.

#### High Handling Standard

The handling of the Mk. 2 reached a high standard, and the 8-tonner should not be tiring to drive over long distances. The steering is light at normal speeds, and not really heavy at walking pace, whilst there is an entirely adequate degree of castor action. All-round vision is good, large rear-view mirrors being standard equipment, and the cab layout is at the same time attractive and practical, electrical switches being mounted on "arms" extending from each side of the steering column, whilst the instrument dials are on the dashboard, immediately to the left of the steering wheel.

Both laden and unladen the 8-tonner rode well. Engine noise tended to be a little excessive, but unlike certain earlier Seddon cabs, this one does not have a plastics engine cowl (so the sound deadening effect of that is lost),

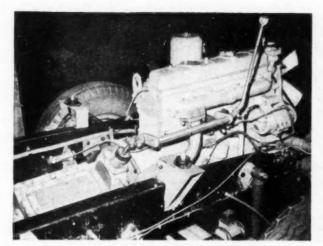
and the sheet-steel cowl of the test vehicle carried no insulation material underneath it nor a quilt over it.

A few maintenance tests were carried out to assess the accessibility of those components most likely to need regular attention. A water-level check took me only 3 seconds, but checking the engine oil took 1 minute 8 seconds because the engine cowl has to be lifted and strapped back before the dipstick can be reached. The gearbox and rear-axle oil levels were checked quite easily in 52 seconds and 60 seconds respectively.

Raising the engine cowl, strapping it against the back of the cab and securing the hinged sides against the underside of the upper cowl section took only 14 seconds. This done, I then removed the paper element of the air cleaner in 18 seconds and replaced it in 33 seconds. Removal of the paper element of the fuel filter took 55 seconds, and its replacement 70 seconds. This filter is located at the front of the cylinder head, and is much easier to work on than most.

#### Rocker Cover Removed

Removal of an injector from this Leyland engine entails taking off the rocker cover, a 75-second job. With this cover off I then removed No. 1 injector in 1 minute 50 seconds without difficulty. This done, I replaced the injector in 1 minute 25 seconds and the rocker cover in a further 1 minute 20 seconds. Bleeding the fuel system at the injection pump by hand priming at the lift pump took



(Above) The gearbox used with the Leyland 0.370 engine is an Albion constant-mesh unit, the simple gear-change linkage for which can be seen here. Hydraulic clutch actuation is employed.

1 minute, and after this 1 re-secured the engine cowl in 24 seconds.

The new all-steel battery box introduced by Seddon's on this chassis has the double merit of having an easily removable lid, whilst, at the same time, giving good protection to the battery. The lid is secured by two simple clips and I was able to check the battery-cell levels in a total time of I minute 30 seconds. It took me 39 seconds to change a fuse, this operation being rather difficult, because, although the fuse box itself is very easy to reach, being mounted on the steering column, the cartridge fuses themselves are difficult to get out of their clips.

There was no time left to do brake adjustment checks, but these are standard Girling units and therefore the resetting procedure should be the same as for any other Girling-braked vehicle. Another job I did not do was to check the hydraulic-fluid level in the single reservoir which supplies the brake and clutch-actuating circuits. This is

under the driver's toe board, but the cab of the test vehicle was a prototype and there was no trap in the floorboard to give access to the reservoir. Production cabs already have a trap there.

All in all I was extremely pleased with the performance and layout of this new Seddon 8-ton vehicle. Operators should find it an economical proposition, not only in terms of fuel saving but also because its robust construction should ensure a minimum of service failures.

In addition to the choice of two power units, the Mk. 2 is offered with any of eight wheelbases, ranging from 9 ft. to 17 ft., whilst there is a 7-ft.-wheelbase tractive unit and two single-drive six-wheelers, these latter models being rated at 16 tons gross. The 14-ft, 6-in.-wheelbase Leyland-engined chassis as tested costs £1,671, and the standard plastics-panelled cab is listed at £214.



The two 12v. batteries are housed in a steel box with a quickly removable lid, so that protection and access are both good. Checking the cell levels took 1½ minutes.

# New Equipment and Publications

# Anti-theft Devices

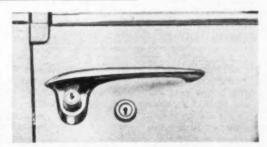
EQUIPMENT to reduce the chance of thefts of or from vehicles has been introduced by Joseph Lucas, Ltd., Birmingham, 19.

Basically, the installation requires a Lucas model S45 Anti-Theft Master Switch. This may be placed almost anywhere inside or outside the vehicle and is key operated to make the system "live."

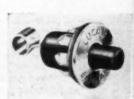
If the master switch is located outside the vehicle the owner sets it after he has closed all the doors. Linked to the master switch are a number of small switches placed so that they will be operated should a door or the bonnet be opened. These switches ensure that should a thief try to enter the vehicle while the system is "live," the horn will be sounded continuously.

If it is only required to guard against the vehicle being stolen, the master switch can be fitted inside or outside the car. In eithercase, door switches are not used, the master switch being wired into the electrical circuit as desired. The more obvious use would be for wiring as a circuit breaker in addition to the normal ignition switch, or connected so that the horn sounds if ignition is switched on.
The S45 Master Switch

The S45 Master Switch costs 17s. 3d. and small door - pillar switches, model 54SA, are available at 1s. 9d. each. A more robust version of the latter—model 94—costs 7s.



(Above) The S45 Master Switch. (Below) The 54SA door switch. (Below, right) A switch located in the bonnet.





# **COMMENTARY**

by JANUS

# SAFETY VALVE

ITH perhaps one or two exceptions, the resolutions set down for discussion at next week's conference of the Road Haulage Association are unlikely to arouse much passion among hauliers, let alone set Brighton front on fire. They are sincere, and useful so far as they go. They propose some reasonable improvements in vehicles, in the roads, in the Association and in the licensing system. Some of them may arouse controversy and may even be rejected by the conference. Others could very well be accepted unanimously without the need for discussion.

In this respect the conference will be very much like its predecessors, and not for the first time members may go away wondering whether resolutions are really the right fare for a function of this kind. Whether the subjects are domestic to the Association or concerned with the operations of members they must almost inevitably come within the purview of one or other of the Association's numerous committees. If a resolution is passed, it will go sooner or later to the appropriate committee, who are not bound to implement it unless it has their agreement.

Rejection of a conference resolution is not likely to occur frequently. If a fairly large body of hauliers are in agreement on a point, a smaller body of the same complexion should reach the same opinion. However, the possibility of divergence is there. In such a case it has to be acknowledged that the conference has no authority. The governing body of the Association is a national council of over 100 members, who have the final word on what should be the official policy. Each committee takes its authority from the council and must ask the council to

ratify its decisions.

THE conference does not come into this picture at all. It is a fortuitous gathering of members, usually with a preponderance of representation from that part of the country in which the function happens to be held. A vote at the conference is in no sense to be compared with a referendum for which, in any case, there is equally no provision in the Association's constitution. This is possibly just as well when it is remembered that, according to reports, the people of Jamaica recently elected a government in favour of federation while rejecting it in a referendum.

Outside the scope of the majority of the resolutions are many subjects of interest and of importance to hauliers. Before too long, the Minister of Transport will be introducing into Parliament legislation designed to give effect to the Government's White Paper on the nationalized transport undertakings. Without attempting to discuss a Bill of which the provisions are not known, many hauliers all the same might like to express their views on the kind of policy the Minister should follow and the kind of safeguards road operators would like to have.

Even more significant in the long run may be Britain's application to join the Common Market. If it is accepted —or perhaps even if it is not—the increased pull from the Continent will certainly mean that the British economy will change direction, although its structure may not necessarily alter a great deal. The links thus established must be transport links, and in the forging of them it is vital to hauliers that their needs should have the consideration to which they are entitled. It is true that one resolution at the conference is concerned with this point, but there may

not be sufficient time to consider all the implications. The growth in international transport, the Government's plans for the railways and the developments of the last few years combine to make it feasible that there should be an overhaul of the licensing system. Keen minds within the Association are no doubt already working on this problem. It would not be a bad thing to allow individual members through the medium of the conference to put forward ideas of their own and defend them against criticism, without necessarily having to push them to a

The rank and file have the opportunity once a year to make themselves heard. Their wish to do so may be hampered by finding nothing on the agenda that tempts them to speak. The value of the conference as a safety valve is in this way diminished. A more discursive set of subjects for discussion might produce better results and justify the self-denying ordinance under which on some occasions the leading members of the Association refrain from taking part. The debate on denationalization at the 1960 conference may have contained some awkward moments, but it certainly did not lack fire.

HAVING said all this, I must admit to the difficulty of framing a satisfactory formula for a conference at a time when there are so many unknown quantities. Almost the only predictable elements were the decisions on road transport taken at the political conferences that have just ended. There is still more speculation than fact about many subjects, including the new legislation for transport and for traffic, and the Common Market.

The proper time to modify the conference procedure might come later. With a little more information available there might be more scope for the kind of debating society discussion for and against an extreme view. The rival claims of a Channel bridge and a Channel tunnel could be canvassed in this way and some useful ideas might be thrown up. If there is to be a construction joining Britain to France, its main justification would be commercial rather than tourist, so that the views of commercial operators ought to be taken into account.

NORMAL user is another subject on which the discussion might be more significant than the conclusion. A-licence holders are prepared to speculate tirelessly on the pros and cons of normal user, but few of them would relish having to make a deliberate and solemn choice between retaining or abolishing it. The same kind of problem confronts hauliers asked to give a categorical opinion of nationalized road transport.

With so many possible changes in the national economy and in other directions, it may ultimately happen that hauliers will find it necessary to draft an entirely new policy. This was the situation that presented itself to them over 10 years ago after a large number of them had been nationalized. At that time the remnant were compelled to draw in their horns, but left in no doubt their determination to reverse the position at the first opportunity. On the next occasion, if the political situation allows, they may be coping with a rapid expansion over many new fields. A statement of policy framed to meet the new circumstances could well be tested in the cut and thrust of a conference debate.

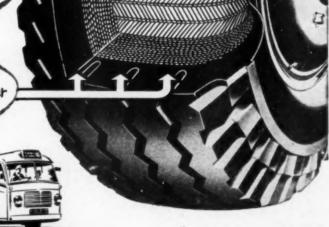
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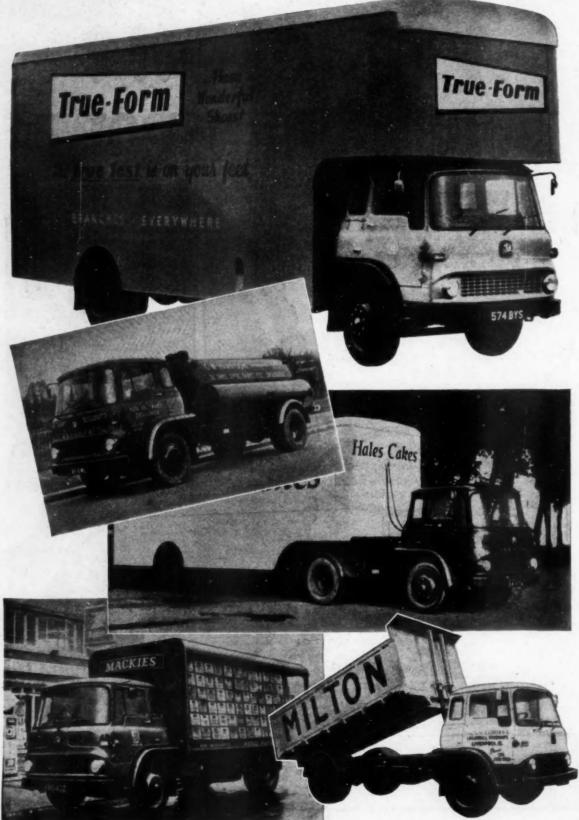
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# Significant Licensing Cases

# **Material Factor**

PPOSITION to the Arnold Transport (Rochester), Ltd., application was pressed to the very limit by the British Transport Commission at Maidstone recently and, though they called no evidence, Mr. Wrottesley, who represented them, made a good point when he submitted to Mr. Thom, the South Eastern Authority—to whom the application had been remitted by the Court of Appeal to decide quantum—that the case did not stand on quite so strong a basis as had been anticipated.

He was referring to the fact that when the application had been heard originally (in July, 1960) great play had been made by Arnolds of the "trunking experiment"—the reciprocal arrangement for return loading from Rochester of Gyproc goods by west country and south Wales hauliers.

Lord Justice Sellars in his judgment on the Arnold Appeal seemed very impressed by the evidence about return load trunking. The impression gained, he said, was that if the vehicles were given A licence facilities they would carry Gyproc goods to southern England and south Wales. Also, they would bring back return loads on a schedule basis giving a regularity of service and linking up with A-licensed carriers from those districts, who would on their return journeys carry Gyproc goods as well, thereby supplementing Arnold Transport's vehicles.

"On the face of it," he said, "this seems a sensible and economic scheme with advantage to Arnolds, the carriers with whom they intended to work, Gyproc and other traders who would benefit by a regular scheduled service."

But Mr. Thom, at the final hearing, was told quite frankly that there never was any possibility of a trunking system—the traffic was too inconsistent and notice too short to allow for the use of foreign-based vehicles (Gyproc did not tell them the destinations until late in the afternoon of the day before the traffic was required to be moved).

The objectors, hearing this, naturally pursued the matter and Mr. Wrottesley's question (to Mr. Atkins, the managing director of Arnolds) "Are you saying that the return load aspect is not such a material factor as it was when the application was first presented," was a pertinent one.

Mr. Thom, granting the full 40-vehicle switch, made his decision dependent upon an undertaking by Arnold Transport that they would not apply for further contract licences. He also asked for an undertaking from Gyproe that they would employ no other haulier under contract A licence, stating that it was more important to get such an undertaking from the customer than from the haulier.

Mr. Beddington, for Arnolds, protested that pressure could not be put upon the customer in this way, but as Mr. Thom could not be swayed, the undertakings were promised and the final page in this particular Arnold case was at last closed.

# by Norman H. Tilsley

evidence in the light of the Court of Appeal Judgments in the Merchandise and Arnold cases, he informed the parties that he would refuse the application, at the same time reminding the applicants that there was nothing to prevent an application for a B licence.

Called upon subsequently to give his reasons for the refusal, Mr. Else made the following points:—

 The applicant company, share-controlled by two members of the group of companies for which it proposed to carry, was as much a part of that group as any of its constituent members.

2. They were not public carriers in the spirit of the 1960 Act.

3. The transport needs of the group could be undertaken quite properly and efficiently under a B licence limited to the carriage of goods for members of the group.

4. There was no evidence of need for the carriage of goods for the public at large and any such carriage would abstract from existing licensed facilities. 5. Although such extraneous traffic might be small, there was no evidence to indicate that its carriage was a neces-

sity for the economic working of the

Granary Haulage have promptly taken the hint and an application is now pending for a new B licence for the five vehicles. The normal user is similar to that in the refused A licence application, but they have wisely mentioned the names of all the associated companies.

# Steel for Building

vehicles.

MR. HANLON, the Northern Licensing Authority, has carried his "road and building materials" stand a stage further. In a recent set of applications by R. Whinney, Ltd., of Consett (who were recently discovered to be carrying steel for the Consett Iron Co. under a road and building materials normal user), Mr. Hanlon, in his decision, said that it was never intended that the words "building materials" should include steel. He considered that operators who carried steel under such a normal scope were cheating and he was taking steps to squeeze out people who were "getting away" with this.

Mr. Hanlon may well have never intended this expression to include steel and perhaps all the grants of such a user that he has made (and he has been the Northern Authority for many years) were only intended to allow for the carriage of bricks, mortar, sand and so on.

If that is the case, then Mr. Hanlon might be interested to know that a well-known iron and steel trade association informs me that  $2\frac{1}{2}$ - $2\frac{1}{4}$  m. tons of steel is being used annually by building and civil engineering contractors. That works out at about 10,000 tons per working day. One Northern company of steel

# **B Licence More Appropriate**

FOLLOWING the Appeal Court's judgments in the Merchandise and Arnold Transport appeals, the West Midland Licensing Authority, Mr. John Else, on August 9, refused a major application by Granary Haulage, Ltd., of Burton-on-Trent, which amounted to a contract A to A licence switch involving five vehicles of 20-odd tons unladen weight.

The normal user ultimately sought was declared as "Outward and return traffic to be mainly foodstuffs (animal and human), fertilizers, engineering equipment, building materials for English Grains Co., Ltd., and its associated companies in England and Wales." The contract A licence authorized the five vehicles to work for English Grains Co., Ltd.

During the hearings—the inquiry took two days—it was disclosed that there were four named associated companies, English Grains and one of the associated companies holding the majority of the shareholdings in the applicant company.

English Grains had 16 C vehicles and, in addition to using the five contract vehicles, they also hired substantially. Evidence was adduced to the effect that

£41,427 was paid by the group for hiring transport in the year ended April 30, 1961.

At the conclusion of the applicant's case it was submitted by the objectors—there were 19 independent operators plus British Railways objecting—that the application should have been one for a B licence. But Mr. Else, whilst inclined to this view, having regard to the fact that the Transport Tribunal decisions in the Merchandise and Arnold cases were the subject of appeals still to be heard (this was in June), he gave the objectors the opportunity of tendering evidence if they so desired.

At the second hearing at the end of July, six of the objectors gave evidence of work done directly or indirectly for English Grains and also to the availability of vehicles for outward or return traffic—evidence which Mr. Else considered inconclusive; the impression gained being that the objectors had lost some traffic as a result of the contract A vehicles and that they had some "marginal capacity" to carry traffic for English Grains and its associates.

Mr. Else reserved his decision until August 9 and then after considering the fabricators recently, in their annual report, commented on the substantial amount of steel now being used in the building of private houses.

Transport must be flexible, Mr. Hanlon has been heard to exclaim many times. Should this not then include normal users?

However, there seems to be a little "loosening" of the rigid interpretation of "road and building materials" in the Northern area. Whinney's, in the end, were granted among other things "road and building materials (excluding steel for the Consett Iron Co.)."

Another operator, Mr. H. V. Maycock, of Lanchester, who recently appeared before the Deputy Authority, Mr. Duncan, refused to sign the Northern area "questionnaire," which is being issued to all applicants in the road and building materials field, stating that he had no idea what the excavated material he was carrying on his vehicle would ultimately be used for. His application was adjourned.

Specified Stops

MR. THOM, in his capacity as chairman of the South Eastern Traffic Commissioners, recently spoke his mind on the many objected cases that are arising in the area because of difficulties caused by the lack of precise specification of picking-up points on licences.

Since 1930, he said, the requirements of the law had been ignored. Because of the rapid expansion of villages and towns, the Commissioners were faced with the unpleasant task of dealing with "fights" between operators.

The Commissioners, sitting at Bournemouth, were dealing with a series of applications by Excelsior Motorways (Bournemouth), Ltd., to add picking-up points to their licences, as a general condition, at garages, booking offices and agencies, which were already included in the Leences of other operators.

It was put forward as a proposition by

Mr. G. A. Macdonald, for Excelsior, that either the condition sought was put on his client's licences, or the conditions should be removed from the licences of the other operators.

Continuing his theme about the specification of picking-up points, Mr. Thom said that the Commissioners had decided that it was time to ask all operators, as and when their licences became due for renewal, to specify the actual picking-up points they had been using and were going to use in the future, according to the law.

"We still hope," he continued, "that there will be some kind of agreement between operators. We would like to see the general phraseology regarding stopp.ng and picking-up places abolished."

Excelsior Motorways and objectors were able to agree that in future applications they would not seek general conditions, but would ask only for specific points for picking-up.

The case could not be concluded, however, because the operators wanted to confer "with others."

# Non-stop Gritters Keep Roads Clear

INTENSIVE methods need to be employed to keep traffic moving on Scandinavian roads during the winter months, the Municipality of Oslo providing a good example of the policy adopted. Here the gritting service operates 24 hours a day, seven days a week, from November to April. Large quantities of grit are required and a simple but extremely practical procedure has been introduced.

Briefly, a large hole was blasted in a neighbouring Oslo hillside, a tunnel large enough to admit vehicles was then cut beneath it and a hopper gate inserted so as to permit gravity discharge from the hole into the vehicles waiting in the tunnel. During the summer, supplies of grit are tipped into the hole in the hill and in winter the hopper system. British gritting equipment is entering increasingly into this particular sphere.

The variable nature of the British climate has been an important factor in stimulating development of road gritting machinery, which is why British machines are now being employed in countries where winter conditions are far more severe and more prolonged than at home.

Actual gritting operations in Oslo are directed by a tele-communication system from the fleet headquarters and, advised by the local meteorological office regarding the probable trend of the weather, the superintendent gives directions to the drivers of individual vehicles to vary their routes, to change the intensity of spread, and otherwise



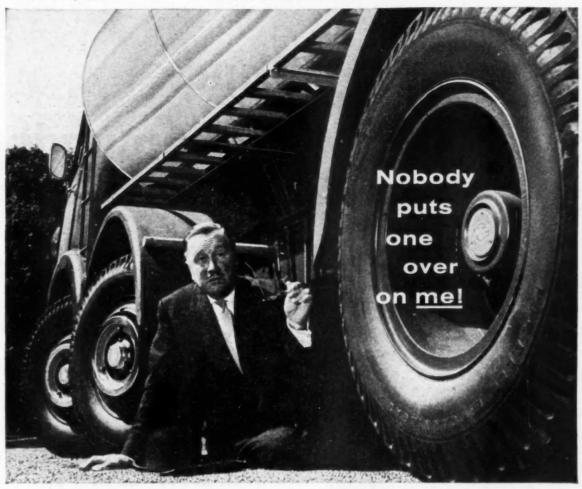
This Atkinson 6-7 ton gritter body with central feed is fitted to a Commer chassis. It is for use in Oslo.

to amend procedure in order to meet the conditions of the moment.

Some of the most modern machines employed by the City of Oslo are of a special convertible design evolved by Atkinson's Agricultural Appliances, Ltd., of Clitheroe, Lancashire. Mounted on a Commer CD762 chassis, this type has a double hopper and a dual spreading device. For the warmer weather street washing mechanism is available, the changeover from one to the other occupying less than two hours. The was is removable as a single unit and the gritter mechanism can be dismantled in two parts. In each case certain fittings which do not interfere with the alternative use of the machine, remain in place. Oslo is employing 11 of these machines. In addition 40 of the Atkinson 2-ton

trailer-gritters will join the fleet. By the use of twin spreaders infinite variation is possible in mixtures of grit, salt and sand and, as the spread is forward of the rear wheels, there is valuable aid to adhesion in the course of operation. The spreading width can be varied from 6 ft, up to 40 ft. and normal speeds range up to 20 m.p.h. When treating a 30-ft, carriageway a distribution of 15 cwt. per mile gives a useful area of coverage since the grit capacity of the dual body is 6-7 tons. Where salt is spread on frosty road surfaces the application may be as low as 5 cwt. per mile. The driver controls the spreading action from the cab, the low position of the spinners and the use of a restrictor canopy providing a high measure of protection for other traffic and pedestrians.

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# No Subsidies for Mr. Amos

"I BELIEVE we shall do better without subsidies than with them; and certainly the nation as a whole will benefit," claimed Mr. James Amos when delivering the presidential address to the Institute of Transport in London on Monday. He did, however, add that this opinion was based on the proviso that the larger operators covered areas wide enough to make cross-subsidization effective and practicable, and worked with integrity and a full sense of public responsibility.

The main problem of making services pay while meeting all reasonable public requirements was a problem not of poverty but of prosperity, Mr. Amos claimed. It arose because so many people were better off and could afford to buy and run their own transport. Prosperity brought other problems and the public resented being asked to pay the full price for a service provided below

cost for many years.

Members of every grade of the Institute were asked not to regard transport as a decaying industry, still less as one without a future. Private transport had grown so enormously in recent years as to be a challenge to all transport men, but it was now threatening to choke itself. Passengers were being increasingly won back to public transport by intelligent management, from private cars, which occupy over 40 times the road space per passenger compared with public transport.

Relative to action taken by authorities to ease traffic flow, Mr. Amos considered that there were definite tendencies to reroute buses too often to the advantage of the private car and to the complete detriment and disregard of the bus passenger who, incidentally, the moment he alighted from a bus became a pedestrian and, therefore, a road safety

problem.

#### **Time Saving**

In the interests of time saved—an important factor in the country's economy—and in that of personal safety, it was better that such people should be allowed to remain on the bus and be conveyed to their destinations by the direct and proper route to the city and shopping centre.

Such a practice may require improved facilities and amenities by operators because, if private car users are to be diverted to public transport, there must be adequate bus services of proper quality to ensure quick transit to the city centre. These measures must include such publicity and public relations as would ensure the elimination of suggested loss of status

in travelling by bus.

The ever-increasing practice to divert public service vehicles to bus stations sited away from the town centre was fundamentally wrong, Mr. Amos insisted. It was reminiscent of the early days of railways when they were compelled to site their stations well away from town centres with results which were only too well known at the present time. Bus stations were a costly luxury for which the passenger must, in the end, pay and

their proper siting, in cases where they could be justified at all, was of the highest importance in the public interest, and must be so regarded by all concerned.

Regarding the opportunities and problems which faced transport men today, Mr. Amos said that the main problem was painfully clear, namely, how public transport could continue to pay its way whilst meeting all essential requirements. These he enumerated as the provision of adequate services for the customer, appropriate wages and conditions for the staff, a reasonable return on capital and the retention of the confidence and goodwill of passengers.

Despite these requirements Mr. Amos insisted that transport as a whole must pay its way and not be subsidized ultimately by the tax payer. Nothing succeeded like success, and conversely the lack of success brought in its train a lowering of morale which affected both

management and staff.

#### **Competition Questionable**

Commenting on the doubtful solution of competition and the claims of smaller organizations and individuals, he questioned whether it was right that all forms of transport should continue to compete even in the most remote and sparsely populated areas regardless of cost, either to the operator or to the country. Even the well-administered Road Traffic Act of 1930, now replaced by the Road Traffic Act of 1960, took account of "wasteful competition" whether by road or by rail.

In no form of transport had charges kept abreast of the increased costs of operation, Mr. Amos added, which highlighted the question of how the earlier standards and quality of service could be maintained. Many passengers, for example, forsook the railways for other forms of transport long before the railways forsook them.

In the foreseeable future many previously held opinions and practices would have to be altered if public transport was to pay its way. The transport manager who regardless of cost continued to operate a particular form of transport solely because it had been run for the past 30 to 50 years, rendered no service to the country's economy. The public must be told that the continuance of such highly unprofitable services would lead to a posi-

ing of conditions for public, staff and operators alike.

The drop in passengers carried in rural and some other areas had meant that services which had never been profitable

tion of further inadequacy and worsen-

were now making bigger losses. The drop in city areas meant that the profits on the heavy routes which had helped to carry the rural routes were themselves less than they used to be just when the need was greater. It was the job of the transport operator to bring these facts home to the public.

Cross-subsidization was basic in transport services of all kinds. It existed between the stages of a route and between routes and areas. It was thus imperative that the operating units should be large enough to enable the rough to be taken with the smooth, and facilitate and encourage further co-ordination. No less important, it seemed to Mr. Amos, was the inevitability, in the interests of greater efficiency and solvency, that some long-established units and operators must either go into liquidation or come under the umbrella of a larger operator. This would bring to an end the doubtful claim that an operational unit must, solely for prestige reasons, continue in existence.

Whilst Mr. Amos was in agreement to the paying of the best possible wages, he added that what really mattered was what was given in return for wages. He doubted if the present relationship between employee and employer was the best obtainable, and he considered this was a problem for members of the Institute, as well as operators and trade unions, to approach with an open mind. Strikes, unofficial or otherwise, were an anachronism in modern society.

Transport had put up its charges long after other industries and never before, and usually much later than, a wages demand had been granted. Passengers tended to forget this and they must be properly informed.

### Fares Level

Relative to the level of fares and adequate services the word "adequate" must clearly have some relationship to the numbers of people served and carried. Where so few travelled the cost per passenger increased and a seat left empty for a journey could never be filled. Transport was the most perishable of commodities, Mr. Amos emphasized, and if what was offered for sale was not bought and used on the day and at the hour provided, it was lost for ever.

The solution of smaller buses looked attractive until it was realized that on one or two journeys a day they would not carry all those who wanted to travel. Moreover, the present trend was for the peaks to become higher and the valleys lower. As a result more buses were required to do a lower mileage at increased costs. Where one-man buses were operated the wages cost of the small bus was no less than the standard singledecker, which had the great advantage of being fully interchangeable. It was Mr. Amos' view that the small bus had its use occasionally, but only exceptionally.

# Expansion Trends in Haulage

# **Tippers and Armoured Vans**

TIPPERS dominate the scene in the West Midlands this week and, in particular, a spate of new B-licence applications for work in connection with the contract being carried out by Conway's Sand and Gravel, Ltd., on the Birmingham/Preston Motorway. There are five such applications by S. Lehane, R. Matthews, J. H. Walker, A. A. Wells and W. O. Fry.

Securicor (Midlands), Ltd., have applied to hire five vehicles to carry cash (not valuables) within 50 miles of Coventry. These applicants were recently successful in an application to operate four vehicles from Nottingham.

In the Metropolitan area there appears a bid by another security firm-Hercules Escort Service, of Forest Gate-for a van with the user "money and valuables within 10 miles." Also in this area is a substantial application by Beck and Pollitzer Transportation, Ltd., of Southwark Bridge, for eight additional A vehicles.

SN 30/9/1.—Kenneth Ross, Inverness, new A lie., 1 veb. (44). Timber for John M. MacDonald, Cromwell Sawmill, Inverness, within 60 miles. SN 30/9/2.—Alexander Deas, Glenfarg, A var., add 1 veb. (3½).
SN 30/9/3.—Road Services (Forth), Ltd., Alios. A var., add 2 veb. (71) (vans) and 2 arts, (9½). SN 30/9/4.—J. G. Barrack, Aberdeen, A var., add 3 arts, (21½).
SN 30/9/5.—Harry MacDonald, Spean Bridge, new B lie., 2 T. (6½). Road mats, for Inverness County Council within 10 miles; building and road mats. from Banavic Quarry, For West.

# SCOTTISH (South)

SS 30/9/5.—Wm. Afston and Sons, Ltd., Bathgaie, A var., add I art. (7t). Medical goods, drugs, and any other goods for and on behalf of Boots Pure Drug Co., Ltd., 75 per cent. Airdrie to Nottingham; 25 per cent. deliveries in Scotland. SS 30/9/2.—Fullarion Motors, Ltd., Glasgow, A var., ad 2 vch. (91/5) and 2 arts, (10t). SS 30/9/3.—R. McGillivray and Son, Peebles, new B lic., I vch (1½t). Goods in connection with present carriers daily services within 50 miles. SS 30/9/4.—Security Express, Ltd., Edinburgh. new B lic., 2 vch. (3/4) (to be hired). Cash, bank and currency notes, securities and negotiable instruments within 50 miles.

SS 30/9/5.—Archibald MacFadyen, Fionphort, new B lic., I vch. (1/41). Goods in the Island of Mull.

SS 30/9/6.—Essandus Confections, Ltd., Crosse, by Johnstone, new B lic., 1 veb. (23/kt). Goods by Johnstone, new B lic., I veb. (2%t). Goods in 40 miles. Sology Nicholson, Glasgow, new B l veb. (2t). Household furnishings within 40

30/9/8.-John Wilson, Leith. B var., add 1

h. (3t). SS 30/9/9.—S. Ross and Son, Lenzie, B var., add

ven. (31). SS 30.9/10.—John Watson, Condorrat, B var., id 1 veh. (51-t) (includes cattle container (11-t).

vestock within 25 miles. SS 30 9/11.—Edward Morton, Bishopton, B var., ld 1 veh. (4t).

# NORTH WESTERN

NW 29/9/1.—Traffice Distributors, Ltd., Liverpool, new A lic., 2 veh. (8t). Products of Fisher Ludlow, Ltd., Kirkby Trading Estate, Liverpool: G.B. NW 29/9/2.—J. Harvey and Son, Manchester, new A lic., 2 veh. (7t). Textiles, building mass, cattle foods, newsprint, machinery: Lancashire, Yorkshire. Cheshire, Midlands, South Wales, Cheshire.

NW 29/9/3.—Geoffrey Reyner (Transport), Ltd., Manchester, A var., add I art. (8)(t). Goods for в50

Newage, Ltd., Hall and Pickles, Ltd., Ltd., and Hardman and Holden, Ltd.; Midlands, North Western area, Glasgow

Fruscon, Ltu., and Yorkshire, Midlands, North Western area and London.

NW 29/9/4.—T. Swindells and Son (Hauliers), Ltd., Manchester, A var., add 6 vch. (22/3). Paper-electrical products, building mats., wire and steel products, textiles, chemicals and cables 250 miles from base. (If granted, contract A lic. will be abson-in-Makerfield.

products, cannot be supported by the support of the surrendered.)

NW 29/9/5.—A. Woods, Ashton-in-Makerfield.

new B lic., 10 T. (421). Road making and building mats, within 30 miles.

NW 29/9/6.—S. Wilson and I, Price, Birkenhead, new B lic., I veh, 3(1). Alcoholic drinks for local distillers within 30 miles.

NW 29/9/7.—A. Burns, Liverpool, new B lic., NW 29/9/7.—A. Burns, Liverpool, new B lic.

2 veh. (51), Removal of rubbish of every description within 15 miles.

NW 29/9/8.—W. and F. Walker, Etd., Liverpool, new B lic., 1 veh, (1t). Goods for Talbex, Ltd., Soaps and Detergents, Ltd., Elijah Day and Sons, Ltd., Star Polish Co., (Birmingham), Ltd., Castle Soaps of Cambridge, Ltd., The Evergloss Polish Co., Ltd., and Wm. Taylor and Co. (Edinburgh), Ltd.

NW 2010/10.

NW 29/9/9.—Thompson Bros. (New Milis), Ltd., Stockport, new B lic., 2 veh. (8%). Steel to London and Home Counties; copper from Enfield to Lancashire and Yorkshire. (Vehs, at present specified in contract A lic.)

NW 29/9/10.—T. Bracewell, Ltd., Accrington, B var., add 1 veh. (1/41). Timber, engineers' mats, and cotton manufacturers' requisites and goods, all within 30 miles.

within 30 miles. NW 29/9/11.—T. Bleasdale (Horwich), Ltd., B yar., add 1 art. (6t). Furniture and household effects as required.

# WEST MIDLAND

Applications

WM 28/9/1.—H. C. Miles, Malvern Link, A var., add 2 T. (9\forall C). Grain and feedingstuffs in bulk in specially constructed earriers, mainly within 100 miles; also roadmaking mats. within 60 miles; also roadmaking mats. within 60 miles; also roadmaking mats. within 60 miles; also roadmaking mates. (if granted, 2 veh. will be deleted from B lic.)

WM 28/9/2.—B.R.S. (Parcels). Ltd., Hereford. A var., add 1 veh. (2\forall C) arriage of parcels and smalls, within 40 miles.

WM 28/9/3.—Goldwel Plant Hire, Ltd., Birmingham, new B lic., 1 T. (4). Fop soif, rubbish, hard core exeavated mats.

smalls, within 40 miles,
WM 28.93.—Godwel Plant Hire, Ltd., Birmingham, new B lic., 1 T. (4t). Top soil, rubbish, hard core, excavated mats., roadmaking mats., within 25 miles,
WM 28.95 4.—J. Homphries and R. Hill, Dudley, new B lic., 2 veh. (10t). Idanufactured goods. Midlands to industrial Lancashire, within approximately 100 miles.
WM 28.95.—Securicor (Midlands), Ltd., Rugby, new B lic., 5 veh. (8td.), to be hired. Cash within 50 miles of Coventry.
WM 28.95.—S. Lehane, Stoke-on-Trent, new B lic., 1 T. (4td.). Surplus spoil, roadmaking mats. Gro-Conway's Sand and Gravel, Ltd., in connection with their contract with John Laing (Construction), Ltd., on the Birmingham Preston Motorway, within 20 miles of Hanchurch.
WM 28.97.—R. Matthews, Stoke-on-Trent, new B lic., 1 T. (4td.). Surplus spoil, roadmaking mats. Gro-Conway's Sand and Gravel, Ltd., in connection with John Laing (Construction), Ltd., on the Birmingham Preston Motorway, within 20 miles of Hanchurch.
WM 28.98.—J. H. Walker, Stoke-on-Trent, new WM 28.98.—J. H. Walker, Stoke-on-Trent, new

Hanchurch.
WM 28 9 8.—J. H. Walker, Stoke-on-7-ent. WM 28.9.8.—J. H. Walker, Stoke-on-"sent, new B ic., 1 T. (48/10. Surplus spoil, roadmaking mats, for Conway's Sand and Gravet, Ltd., in connection with their contract with John Lainz (Construction). Ltd., on the Birmingham, Preston Motorway, within 20 miles of Hanchurch. WM 28.9.9.—Universal Engineering Co. (Walsall). Ltd., new B ic., 1 veh. (4/4/1). Sawn timber for D. M. Stevenson and Co., Ltd., as required. (If granted, contract A lic. will be surrendered.) WM 28.9.10.—Becketts of Bromsgrove, Ltd., B var., add 1 art. (9/4/1) flow ldr.). Caravans over 22 ft. in length which cannot be towed, as required.

var.. add 1 art. (9½1) flow ldr.). Caravans over 22 ft. in length which cannot be towed, as required.

WM 28.9.11.—Southall Transport and Supply Co., Ltd., Dawley, B var., add 2 T. (7½0). Roadmaking and building mats, and public works contractors' plant for C. J. Pearce, within 100 miles. WM 28.9.112.—W. O. Fry, Newcastle, B var., add 1 T. (3½0). To be used only when a veh, authorized on B or contract A lie, has been temporarily withdrawn for service or repair. Vary existing conditions on all vehs, to read: Salt in bulk, sand, building mats., road mats, and agric, produce within 60 miles.

WM 28.9.13.—N. D. Reyne, Stoke-on-Trent, B var., add 1 T. (4½0). Surplus spoil and roadmaking mats. for Conway's Sand and Gravel, Ltd., in connection with their contract with John Laing (Construction), Ltd., on the Birmingham Preston Motorway, within 20 miles of Hancburch.

CONTRACTIONS: add, additional; agric., agricultural; art., articulated unit; c, cwt.; g.g., general goods; G.B., Great Britain; ind., indivisible; lic., licence; low-ldr., low-loader; mats., materials; N.U., normal user; S.T., special type; t, tons; T., tipper; trl., trailer; variation; wh., wheels.

WM 28/9/14.—Horace Kendrick, Ltd., Walsall, B var., add 11 T. (99t). Goods for Thomas Franks, Ltd., G. Rollinson and Co., Ltd., and F. F. Smith (Birmingham), Ltd.; solid fuel, within 50 miles; scrap and residue to and from collection and delivery points not railway siding connected as required; sand as required; building mats., finished products and scrap and residue within 30 miles; gannister from the works of Hinckley's, Ltd., and its associated companies; gravel to the works of Hinckley's, Ltd., and its associated companies; goods for C. B. Pugh (Walsall), Ltd., and Aymer Barrow and Co., Ltd. (If granted contract A lic. will be surrendered.)

# EASTERN

2/10/1.—W. I. Newton (Haulage), Ltd., Applications

E 2/10/1.—W. I. Newton (Hamlage), Ltd., Houghton Regis, new A lic., 1 veb. (3½0). Motor parts, cement, paper, sheds, foodstuffs, metals, machinery, tractors and parts; all parts of England, Scotland and Wales. (To continue A lic. previously held in Metropolitan area, on change of base.)

E 2/10/2.—E. Contes, Fridaybridge, new A lic. 2 veb. (7½0). Agrie, and horticultural produce mainly collected in Norfolk and the Isle of Ely of delivery to canning factories and markets within 200 miles. Fertilizers in East Anglia. (If granted contract A lic. will be surrendered.)

E 2/10/3.—H. S. G. Murrell, Barling Magna, new A lic., 1 veb. (30). Farm produce, artificial fertilizers; south-east England.

E 2/10/4.—A. G. Church, March, new B lic., 1 veb. (4½1). Hot asphalt and road making mats. For Wirksworth Quarries, Ltd., within 75 miles.

E 2/10/5.—F. Sedgwick, March, new B lic., 2 veb. (14½). I trl. (1½0). Hay and straw within 100 miles.

100 miles. E 2/10/6.—D. J. Fisher, Southminster, new B lic., 1 veh. (3t). Bulk corn and feed carrying services. E 2/10/7.—Boat Transporters, Ltd., Martlesham, new B lic., 1 veh. (1½t); 1 trl. (1½t) (low-ldr.), Boats

E 2/10/8.-T. C. Fensom and Son, Colmworth.

E 2/10/5.—1. C. Fensom and Son, Colmworth. var., add 1 trl. (5½) (low-ldr.). E 2/10/9.—H.F. Transport, Malden, B var., add veh. (8½). Sand, ballast, top soil, road making

veh. (8)<sub>4</sub>0. Sand, ballast, top soil, road making ats, within 30 miles. E 2/10/10.—Pointer Tanker Services, Ltd., Nor-ch, B var., add 6 veh. (38t) (4 arts. and 4 trls. 8(1). Bulk liquids for Shell-Mex and B.P., Ltd., winter months. Plant and manufactured products of licensee's associated companies; Norfolk, London, South, Birmingham, Midlands and the North.

# WESTERN

Applications
W 3 10/1.—R. Read, Longhope. A var., add 4
1. (390). Mainly long length steel rods. England

Applications

W 3-10.1.—R. Read, Longhope. A var., add 4 art. (390). Mainly long length steel rods. England and Wales.

W 3/10.2.—R. Heimsourf, Bristol, new B ic., 1 T. C2 9c). General site work within 15 miles. (Veh. at present specified in C lic.)

W 3/10/3.—M. Fraser, Plymouth, new B lic., 1 veh (14c). Electronic equipment within 300 miles.

W 3/10/4.—J. A. Davis, Bream, B var., add 1 T. (31 8c). Coal, coke, wood, building mats., stone and farm produce within 25 miles. (Veh. at present specified in C lic.)

W 3/10/5.—T. J. Bryant, Bristol, B var., add 1 T. (5t). Hardcore, excavated mats. to tip, builders' requisites with 15 miles.

W 3/10/6.—Southmead Mortar Co., Lid., Bristol, B var., add 7 veh. (28t 15c) (tippers and spreaders). Basic slag and fertilizers in bulk for direct application to land, collected ex works and ex bulk containers at railway stations within 120 miles. (All vehs. at present specified in C lic.)

# METROPOLITAN

Applications

M 28/9/1.—I. A. Read, Crickiewood, N.W.2.
new A lic., I veh. (It 1c). Hardware, second-hand
furniture, furniture removals and ironmongery,
mainly north London, Hornsey and Highgate,
M 28/9/2.—Beek and Follitzer Transportation,
Ltd., S.E.I. A var. add 8 veh. (28). G.g., including
machinery, London and Home Counties,
M 28/9/3.—Hercules Escort Service, E.7, new B
lic. I veh. (It 4c). Money and valuables, within 10
miles

miles.

M 28/9/4.—E. D. Kutner, E.2, new B lic., I veb.
(20). Vencers and allied mats., within 20 miles.

M 28/9/5.—Russell-Stanford Plant Hire Demolition, Brentwood, new B lic., 2 f. (71 fec.) Building and road-making plant, mats, and rubbish, within 25 miles.

25 miles.

M 28/9/6.—W. E. Trescher, Chistchurst, new B M 28/9/6.—W. E. Trescher, Chistchurst, new B miles and cigarettes—90 per cent., g.g.—10 per cent. I from London docks and wharves to within 15 miles

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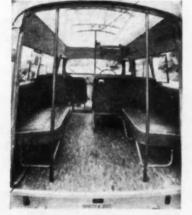
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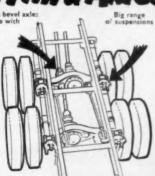
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# Planning for Profit

# Selling a Service

Economic Operation and Efficient Maintenance Can Ensure Low Costs Per Mile, but Increased Revenue is Dependent Both on the Standard and Publicity of the Services Provided

N ominous omission from many inquiries received from readers intending entering into haulage or coach operation is any suggestion that they are familiar with the commercial aspects of the business they are about to set up. Whilst training as an engineer should be of special benefit to a transport operator, both as regards the correct selection of vehicles as well as their subsequent economic maintenance, this knowledge and experience would not necessarily provide the right background for bargaining with customers as to rates charged or in making the initial contact with a view to securing new business.

Both maintenance and costing are important aspects of operation, but the prime purpose of a commercial vehicle is that it should carry traffic speedily and cheaply. But because the traffic carried, particularly in the goods field, is so varied, the principles and advice, which can be specifically applied in other departments, seldom have general traffic application.

It is, however, unfortunate that this admitted difficulty should cause some operators to underestimate the importance of the selling side of their business. The fact that a transport operator has a service to sell, as distinct from a commodity, obviously demands a different approach to the advertising and publicity given to his service, but the need, nevertheless, remains.

N this series earlier this year (April 7 and 14) a list of the overhead costs which an operator might incur was detailed and discussed. Whilst the actual operating costs of individual vehicles can be said to be made up of five items of standing costs and five items of running costs, there will inevitably be other costs incurred in running a business which cannot readily be assigned to any particular vehicle, other than as a proportion of the total.

In these two articles it was suggested that it would be convenient to group the several overhead costs under the following headings: Management, office, garage and stores, warehouse, branch depots, sales, professional services, auxiliary fleet and sundry items. Under the group heading of "sales" five items were listed, namely: (1) Representatives' salaries and commission; (2) representatives' car expenses; (3) advertising; (4) entertaining; and (5) gratuities.

Whilst a total of 55 items was included in the list of overhead costs, it is appreciated that many of these may not in fact be incurred by small operators. Similarly, in the respective groups such as "sales," specific expenditure on any one item may not be necessary. But it is most important for the small operator to appreciate that this aspect of his business still requires careful attention even though he himself may undertake this work along with other duties.

In many cases when a potential operator makes his initial survey as to the likelihood of profitable traffic, he is finally persuaded to go into business by the assurance of a reasonable amount of traffic being available from one or two customers. If this is, in fact, the case, it is natural that he should pay special attention to the source of this traffic. Although it may provide a substantial proportion of his revenue, it should not be allowed to dominate the development of his business, assuming that it is his intention to operate in general haulage rather than on contract.

If such a dominance was allowed to persist it might too easily predetermine not only the routes on which a regular service could be offered but even the location of depots which in themselves might be economically placed for that particular

traffic, but not for handling the traffic of any other customers.

Additionally, the greater the proportion of revenue contributed by the one or two major customers and the rate of profit margin, the greater would be the tendency to discount the value of expenditure in the obtaining of other traffics, especially if they consisted of relatively small lots. But taking a longer view, the baild-up of these subsidiary traffics could contribute to the general prosperity of the business.

Such a policy is especially important today with the rapid expansion of many new industries. The corresponding expansion in the traffic they require to be moved must necessarily give an air of prosperity to those operators who are fortunately engaged in this work. But long-established operators with knowledge of conditions between the wars, and particularly in the North West, learnt by bitter experience the folly of being too heavily committed relative to the traffic they carried for one particular industry.

In this context it is significant that many long-established operators are based, or at least have large depots, at the major ports, which almost inevitably provide mixed traffics. Alternatively, areas in which both engineering and agriculture were carried on, similarly offered some measure of balanced prosperity to the haulier.

But even when the newcomer to haulage appreciates the value of the basic economic factors, the securing of a prudent balance of traffics is, and will always remain, a difficult task but, nevertheless, an essential one if the business is to continue to be prosperous. It is just at this point that the owner-driver or small operator who himself undertakes driving is unable to progress, because he is fully engaged either in the conveyance of existing traffics or in the maintenance of vehicles to ensure that these traffics continue to be carried to the customers' satisfaction, he is unable to devote adequate or even any time to procuring new customers.

T is an unfortunate fact that the very regularity of traffic provided by the original and principal customers could result in the operator taking this source of revenue for granted. Where such a situation does exist it would be common practice for information relative to the daily consignments to be exchanged by comparatively junior members of the respective staffs.

In such circumstances, even though substantial quantities of traffic may continue to be carried, it would be prudent for the operator to make a courtesy call at regular intervals on such customers. This not only assists in ensuring continuing goodwill between the two parties but avoids the danger of leaving the field open for competitors.

Having set up in haulage, the new operator will have to determine, if it is his intention to expand, whether he is going to specialize in a small range of traffics, possibly involving the employment of vehicles specifically designed for this work. or whether he intends carrying general haulage on standard platform vehicles. Obviously on this decision will depend to some extent the type of advertising which should prove most profitable to him.

In post-war years the advertising industry has grown to large proportions so that it is becoming increasingly possible for amateur efforts such as may be attempted by small businesses to be so misdirected as to be virtually useless

Whilst the most likely result of such advertising would be a lack of response, the small operator is also in danger of not being able to fulfil the services offered if publicity had been given on either too wide a scale or in areas where geographically it was uneconomic to operate.

More than with the sale of consumer goods, publicity in connection with a service, and particularly transport, must be directed to specific groups of customers and, moreover, must reassure such customers by its content that the operator is fully acquainted with the difficulties and problems connected with their particular trade or industry. Any special features of the operator's service such as the availability of bulk vehicles for the carriage of certain traffics or regular services between centres of direct interest to such customers should be emphasized. Similarly, the proximity of an operator's depot to any particular industry should be highlighted in any such publicity. Vague claims to carry anything anywhere are virtually valueless.

A decision which may seem of relatively small importance when a new haulage business is being set up is the choice of name. If it is intended from the outset to expand as soon as it is prudent to do so, possibly with extension into long-distance operation, the choice of a name with a clearly local connotation could subsequently prove a liability by continuing to imply a limited sphere of operation when, in fact, it no longer applied.

It has recently been pointed out that whilst manufacturers are in a position to produce, test and experiment with their

paper and accounts. A small point which can be remedied at little or no extra cost when reprinting of stationery becomes due.

Traders and industrialists are busy men and when an operator is canvassing a new customer pictorial evidence of the vehicles he can provide could rapidly confirm any verbal claim. Thus, in a similar manner to the album of photographs which chassis manufacturers and bodybuilders provide for their representatives, a transport operator could build up pictorial evidence of the range of vehicles he operates and possibly some of the types of jobs he has already undertaken.

With the exception of the largest operators, the incorporation of a publicity department within the organization would be uneconomic. Nevertheless, if it is desired to give wider publicity to a transport service either by inserting advertisements or by editorial mention in the press, expert advice is imperative if the right message is to reach the right people. The amount of rate charged for an advertisement, for example, is not necessarily an indication of the extent to which it will be read. Thus the circulation of any particular paper may be high thereby justifying relatively expensive advertising rates.

But the advantage of such wide coverage will be entirely lost, along with the substantial charges, if the advertisement has been placed in a completely wrong sphere. Though having only relatively small circulation, the local weekly papers and



This refuse collecting body, recently built by J. H. Jennings and Son, Ltd., Sandbach, for the Cheadle Rural District Council, is based on a Bedford 5-ton T.K. chassis. The standard Bedford cab is extended to provide additional accommodation for crew, and a full-width bench seat. Access to this compartment is by means of a hinged door on the nearside of the body. The cab is flexibly mounted, and the roof is fitted with a panel of translucent reinforced glass-fibre plastics. The 8-cu.-yd. body has 2-ft.-high fixed sides above which are three sliding shutters each side for loading. To assist in this operation steps are provided. The interior of the body is lined throughout with sheet-steel. Fall width rear doors hinge to the sides to allow the body to be emptied by tipping. A waste paper rack and locker are provided on the roof of the vehicle.

products behind closed doors, transport operators are not so fortunate, because their whole productive process takes place before the customer. Providing, however, that a good service is being maintained, this apparent disadvantage can be turned to advantage if pains are taken to ensure, for example, that vehicles are always in a clean and attractive condition.

In this connection, a minimum of words painted on a vehicle has the most direct effect on the passer-by, and it is significant that almost without exception the large national concerns, with ample resources to afford the best advice on such matters, follow this policy. Conversely the smaller the operator the more he seems inclined to inscribe quite irrelevant details on the sides of his vehicles, despite the relatively high cost of signwriting.

In many instances the only direct contact between a trader and his customer is via the driver of the delivery van, whether operating under C or A licence. In keeping with the smart appearance of the van it is important that the driver is similarly presentable, especially in those trades where it is necessary for him to enter premises where customers are being dealt with and where he has transactions with the trader such as the handling of cash. The increasing provision of uniforms is an indication of the importance attached to this aspect of publicity by large transport operators.

As with the lettering of vehicles, some small operators unwittingly give an outdated impression of their business, however obliquely, by the use of antiquated letterheads on notethe specialized journals of trades and industries served by the operator would probably offer him a better medium and more profitable returns for his expenditure.

Negotiation of haulage rates is probably the most difficult task which faces the new operator because so many factors are involved relative to each individual transaction. Although there must obviously be the need in the initial stages to obtain all the traffic which is available, it must not be overlooked that in addition to the economic factors involved, bad publicity to the business as a whole might result from the injudicious fixing of a rate for a particular job because of the urgent need for traffic at that particular time.

If, for example, a rate has been reduced as a result of competition from another haulier, the standard of service may well tend to deteriorate. In such circumstances it is possible that not only the customer directly concerned becomes dissatisfied, but this lowering of standards becomes more generally known.

However great the need to secure a particular traffic, it may be an unfortunate fact that a prospective customer has either no loads to offer or else is perfectly satisfied with the haulier he at present employs. In such circumstances it is a short-sighted policy to decry a competitor and one which would in all probability rebound to the haulier's disadvantage as well as, undoubtedly, making an unfortunate impression on the customer. A positive statement as to the services which he can provide and guarantee to maintain when the customer chooses to use them will be of much more lasting benefit. S.B.

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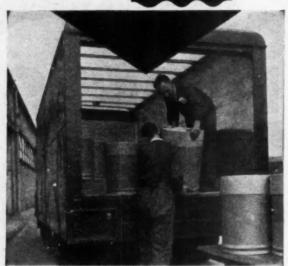
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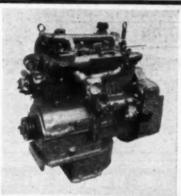


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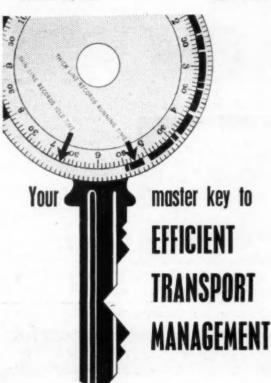
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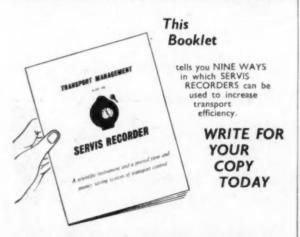
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# COMMERCIAL MOTOR

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SALE AND WANTED

NEW PASSENGER VEHICLES FOR SALE
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# Used Goods Vehicles (contd.)

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1957 ATKINSON L1586 8-wheeler, latest cab, repainted, 24-ft. flat, good condition all round,

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1959 702 diesel prome mover, 2-deped ante, 9:00 x coupling, 17-fron G.T.W. 1998.
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7-YD diesel tipper, power steering, 5-speed box, 9,00 a 20 tyres. Pitot all-steel drop-side body and twin under-body rum cut shield califbraied.

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AVAILABLE FOR IMMEDIATE DELIVERY.

1958 BEDFORD (petrol) 5-ton forward-control platform truck (two), from £395. NEW BEDFORD TK TIPPERS.

A USTIN 4 x 4 ex-W.D. 2-ton Londstar, unregistered, as new, £225.

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1959 drop-side truck, guaranteed, £995.

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1956 AUSTIN long-wheelbase tipper, B.M.C. diesel engine, new tyres, £295.
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NEW AUSTIN new-type 30-cwt. diesel 500-cu.-ft. Lut-van in primer. NEW AUSTIN 5-ton 1,700-cu.-ft. diesel Luton van. USTIN new-type 30-cwt. diesel 500-cu.-ft. Luton AUSTIN 3-ton normal control diesel drop-side

IMMEDIATE DELIVERY.

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good mechanical condition, regainted, £375,
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1955 BEDFORD 7-ton long-wheelbase drop-side truck.
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1957 Long-wheelbase drop-side truck, forward control flashers, good, £395. 30 Leslie Drive, Eastwood Southend.

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ONE BEDFORD 7-ton tipper, \$5C1, 1959, with Tele-hoist gear and steel body, also 2-speed axle. GEORGE READ (TRANSPORT), LTD. Mitcheldean, Glos. Drybrook 236.

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NEW BEDFORD 7-10n 120-in-wniecibase forward-control chassis-cab. 300 diesel engine.

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New SCAMMEL 12-ton 25-ft. straight-frame semi-railer platform.

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2-speed axle, 9,00 x 20 tyres, fitted with Pitot twinram end sear, 20-cu-vd, alloy body, immediate delivery.

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1959 BEDFORD 7-ton S-type 300 diesel 21-ft. o showtoom condition. Bolton Roadways, Ltd. ph Bolton 61994.

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BEDFORD 4-ton Po diesel boxvan, £285. 955 BEDFORD CA builder's truck, £150. 955 BEDFORD 35-cwt. all-metal van. £145. BEDFORD 57-68. Allements unit. C285.

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BEDFORD 5-ton long-wheelbase truck, £175.

BEDFORD 5-ton long-wheelbase truck £175.

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1960 2-speed rear axie, 6-cu.-yd. bodies, choice of four, £945 each 1961 BEDFORD 5-ton T.K. 16-ft, drop-side diese fruck under 4,000 miles, £1,050.

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Q.L. BEDFORD 4 x 4, unregistered, low miletage (choice of 10), price £110 cach.
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Ministry), choice of eight, price £70 cach.

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1955 BEDFORD 10-12-cwt, van, diesel e 1958, special body, newly pain Gladstone 2226.

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LONDON. S.E.10 Greenwich 2033-4.

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1957 B.M.C. diesel farmer's wagon, 5-ton, as new, ACORN MOTORS, LTD., 24 Cross Rd., Hanworth, Middx, Phone, Feltham 5888.

A Middx. Phone, Feitham Sono.

B.M.C. 1956 7-ton diesel vehicle, Eaton 2-speed
B.M.C. axic, 9,00 x 20 tyres, 20-ft. platform.

Heath's, Patricroft, Manchester, 930-284

930-284

1960 B.M.C. diesel 6-wineel platform forry, 21-41.

1958 B.M.C. diesel long-wheelbase truck, 23-41. platform body, in excellent running order, £475.

B.M.C. diesel fractor unit, S.A.E. coupling, 25-20-20 axie, in excellent running order, £475.

A.50 other good B.M.C. vehicles.

RUSH GREEN MOTORS, Langley, Hitchin, Herts, 930-268

1956 B.M.C. 6-cylinder diesel, long wheelbase, exc lent condition, £195. C. Russett, 155 Millibs St., Northam. Southampton 26590.

B.M.C. 2958 7-ton long-wheelbase diesel tipper, some hody in power attering, high-sided MB and the some hody. In the some hody in the some hody in the some hody. MB and the some hody in the som

B.M.C. 1958 7-ton long-wheelbase diesel tipper reconditioned engine. Watson Bros. (Airdrie) Ltd. Phone, Airdrie 2401-5. 930-40

COMMER

1953 COMMER QX light alloy platform body, excel-lent condition, £170. L. W. Vass, Ltd., Ampthill Bedford Ampthill 3255.

1957 COMMER TS3 7-ton long-wheelbase platform lorry, £450. Hire-purchase arranged. HILLS DIESELS, LTD., Port St., Manchester, L. Central 1341. 930-41

COMMER 7-ton long-wheelbase 1959 TS3 U-shaped tipper, small mileage, £600.

MEADWAY SPARES, Bordesley Green Rd., Birming-bam, 9. Victoria 4933.

930-56

1 -TON forward-control super-capacity van. diesel, clean condition no writing, first registered 1959, £425. Brew Bros., Ltd., 133 Old Brompton Rd., S.W.7. Fre 3333.

1960 COMMER diesel 20-yd. tipper excellent con-dition, very good tyres, very low mileage, cost 13,250, accept £1,650. Edgware 2572.

1957 COMMER TS3 7-ton ripper, 9.00 x 20 tyres, helper springs, woud body, £399. Green. West Bromwich (178. ETD., Carters Green. West 930-163

COMMER 1955 TS3 articulated unit complete with 22-ft. platform semi-trailer, fifth-wheel coupling, good general condition.

septem condition.

Septem condition TS1 7-ton tipper, fitted with wooden body. 12-ft. 6-in. iong. 2-ft. 6-in. drop sides and top-hinged tailboard, general and mechanical condition very good, useful for sand and gravel.

OMMER 1956 1S1 7-ton platform trucks, fitted with 18-ft. wooden bodies, good general condition, choice

MAYFAIR GARAGE Coleshill Rd., Fazeley, 930-258

1960 COMMER TS3 Unipower 6-wheeler, with 24-ft. and extras, in first-class order, £1,350.

1960 COMMER TS3 tractor unit, 2-speed astra, speed box, it bracks, heater flashers, extras, in immaculate condition, low mileage, S.A.E. coupling. This is an exceptional vehicle bareain.

TRAILERS available if required for this unit.

RUSH GREEN MOTORS, Langley, Hitchin, Herts, Stevenage 174

1960 TS3 double-drop-side truck, air brakes, heater, tion, £1.135, Manyfeld Autos, Ltd., High Rd., Brox-bourne, Herts. Hoddesdon 4567.

COMMER TS3. July, 1960 short-wheelbas brakes., 9.00 x 20 tyres, sound machine. 62034. Cardale Garage, 269 Carlton Rd.

1953 COMMER Buntam tipper, new Perkins Partridge, New Manor Farm, Northern By

DENNIS

DENNIS 1953 8-ton vehicle, A.E.C. 7.7 engine and gear-box, Eaton 2-speed axle, 26-ft platform. Reasonable offer. Heath's, Patricroft, Manchester 930-283

DODGE

DODGE, 1957 8-cu-yd end tipping lorry, 2-speed axle, AR6 engine, reconditioned and ready for work, bur-LOCOMOTIVES, LTD., 392 Moseley Rd., Birmingham, 930-6464

L. A. MITCHELL (MOTORS). LTD.,

DODGE DISTRIBUTORS.
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N.W.2. Gladstone 2234-5-6-7.

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1957 DODGE 103 AP6 6-ton diesel tipper, 9.00 x 20 tyres heavy duty. 2-speed axle, helper springs. G. H. KENDRICK, LID., Carters Green. West. 930-164

# COX'S MOTORS (HILL TOP). LTD..

1960. November, DODGE 6-wheel long-wheelbase axle, Leyland 375 englae, powered steering, taxed four

1960, drop-side sipper, Primrose twin-steer conver-sion, 18,800 Eaton axie. Leyland 375 engine, powered steering, taxed four months only,

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1958 DODGE 145AR6 6-wheeler (Boys) 17-ft. tipping body, £695. Cottee and Edwards, Ltd., Notting-930-107

1956 E.R.F. (8,1-litre R.R. diesel) short-wheelbase tractor with fifth-wheel coupling, first-class order immaculate condition. J. C. Edge and Co., Ltd., 930-16

# FODEN

SALE. Two FODEN 8-wheeled tippers, registered November, 1955, with new 17-ft, fixed-steel bodies, 4-ft, high. Phone, Stoke 23434. 930-6443

CODEN 1950 6-ton vehicle, Gardner 4LK engine, 15-ft. platform. Reasonable offer accepted. Heath's Patricroft, Manchester. 930-282

1955 FODEN 8-wheeler, 6LW engine, double drive
WARWICK MOTOR ENGINEERING, CO. LTD.,
YStoke Garage, Copeland St., Stoke-on-Trent.
Phone
27507-8.

1952 FODEN 6LW 6-wheeler double-ram tipper.
WALTER WALKER (ECCLESFIELD), LTD., 248 The
Common, Ecclesfield. Phone 3667.
930-449

# FORD THAMES AND FORDSON

1959 Thames Trader 7-ton extended chassis, 20-ft. tyres fitted heater, shock absorbers, servo-assisted brakes. CLARKE BROS. SERVICES, LTD., Crowthorne Rd., Peterborough. Phone 3556. 930-100

1957 Thames 4D diesel. Buico extended chassis, 18-ft. OAKTHORPE MOTOR CO., North Circular Rd., N.13. Fox Lane 0161. 930-154

# GORDON KING MOTORS, LTD., FORD AND THAMES DEALERS.

TRADER 4D diesel 4-ton chassis fitted with 1.250-cu.-ft. low-loading Luton body, new and unregistered. ex works, for early delivery, £1.175

TRADER 4D diesel 4-ton low-frame chassis fitted with 1,250-en-ft, body, as above, immediate delivery from stock, £1,195.

1959 Thames Trader 7-ton, Anthony hoist tipper gear, guaranteed, £725. Arnold 7771. 930-182 1958 Trader 6-yd. tipper, 6-cylinder petrol engine, very low mileage, £456. Edgware 2572.

1957 FORD 4D normal-control 4-5-ton long-wheel-base tipper. 8-cu.-yd. wooden body. £180. 1959 FORD Trader 7-ton short-wheelbase tipper.
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RADER 10-ton 6-wheel chassis, available from atock: also 7½-ton chassis-cabs, diesel, and iong-wheelbase and articulated units.

TRADER 7½-ton short-wheelbase tipper with 9-cu-yd. drop-side body, available immediately.

930-202

1959 FORD-Trader 1.000-cu-ft. Luton van, excellent condition, one owner, £595.
1957 FORD Trader, 6b drop-side truck, first-class 1957 Forward 4D platform truck, good condition.
CAPITAL MOTOR CO., LTD., Remington St., City Rd., N1. Clerkenwell 7456-9.

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FORD MAIN DEALERS.

CHIGWELL ROAD, WOODFORD GREEN. Wanstead 6633.

1960 Trader 6-wheel, double drive, platform, power steering, air brakes, etc., etc., £1,875.
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GOOD selection of Thames Trader 5- and 7-ton trucks and platform, from £400.

1960 FORD Trader 7-ton diesel long-wheelbase plat-1959 FORD Trader 7-ton diesel long-wheelbase plat-1958 FORD Trader 7-ton diesel long-wheelbase plat-1958 FORD Trader diesel 4-ton platform truck, £290.

VNIER MOTORS, LTD., Ewell By-pass, Surrey, one, Ewell 2382. 930-230

FORD Thames Trader 1957 7-ton short-wheelbase tipper, fixed with the 6D diesel engine and 8-cu-yd. steel body, 9.00 x 20 tyres, good general condition.

FORD Thames Trader 1958 5-ton long-wheelbase tipper, fitted with the 6D diesel engine and 12-ft. 6-in. long wooden body with 2-ft. double height drop sides, good general condition and ready for immediant work.

FORD Thames Trader 1958 5-ton long-wheelbase tipper, fitted with the 6D diesel engine and 12-ft. 6-in. long wooden body with 2-ft. double height drop sides, good general condition and ready for immediant work. With year spod condition, and 25-ft. drop-side trailer, in very good condition.

MAYFAIR GARAGE, Coleshill Rd., Fazeley, Tam-worth, Phone 3396.

# HUNTER VEHICLES, LTD.,

CROWN WORKS 290 SOUTHBURY ROAD, ENFIELD.

1957 Thames 3-ton boxvan, 525 cu. 4D, one owner, 1960 Trader 60 tractor unit, Scammell coupling, one owner, single speed, with 1,400 cu. ft. Scammell 6-ton drop-frame boxvan trailer, immaculate.

# IMMEDIATE DELIVERY.

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H<sup>OWARD</sup> 4184 OR 3862.

THAMES 1959 7-ton long-wheelbase diesel tipper. Watson Bros. (Airdrie), Ltd. Phone, Airdrie 2401-5. 930-400 RADER 1958 5-ton, long wheelbuse, reconditioned contine, £450.

HAMES 1955 4D 14-ft. 6-in, long-wheelbase truck, Northern 8744.

Northern 8744.

MIDLAND VEHICLE AGENCY, 164 High St.,
Bordesley, Birmingham, 6. Vic 6040; evenings,
THAMES Trader 6D, 1959, newly fitted body for wholesale greensrocery work, very good condition; any
reasonable offer considered. Phone, Bracknell 11.
930-410

1956 FORDSON 4D 2-ton, special coachbuilt body, transfucent roof, new patntwork, £350. Lawton-Goodman, 135 Cricklewood Broadway, N.W.2. Gladstone 930-043

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THREE 1960 FORD Trader tippers, new engines, 10-cu.-yd. bodies, excellent condition, best offer. NEWPORT MOTOR SERVICE, East Usk Rd., New-port, Mon. Phone 59441.

1960 THAMES Traders, two chassis and cabs, 138-in wheelbase, heavy-duty springs and tyres, new vehicles, not been in service, kept in store since purchase Phone, Aibert Dock 6131; or write: Manor Way Breeze Siab Co., 101., 299 Barking Rd., E.13.

#### Ford Thames and Fordson Wanted

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New Trader 4D, long-wheelbase, 152-in, low frame, 1961 Trader 56 bl. 7-ton, fitted 20-th, high fixed-sided hody, would readily convert to van or cattle float, low mileage, 4925.

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955 COMMER TS3.

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1956 Sided tipper, P6.
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1952
VULCAN 7-ton. 4LW. 11-ft. by 3-ft. timber drop-side.

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1956
MORRIS 7-ton 14-ft. by 4-ft. timber fixed-side.

1955
SEDDON 6-ton. P6, 15-ft. by 18-in, timber fixed sides.

1956
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BEDFORD 5-ton A-type, 12-ft. by 2-ft. steel

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LEVIAND Comet, forward-control short-wheel-by 4-ft. steel fixed-sided tipper, petrol.

1959
A-ft. steel fixed-sided tipper.

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1957 LEYLAND Comet Model ECOS2-4R, forward composite, 1957 THORNYCROFT 7-ton 18-ft, timber drop-side. 957 COMMER TS3, 19-ft. timber drop-side. 956 COMMER TS3, 16-ft. 6-in. timber drop-side. 1958 COMMER TS3, 16-ft. 6-in, timber drop-side, 1958 portion of the commerce o 1954 DODGE 6-ton, P6, 17-ft, timber flat. FORD Thames, 4D, 16-ft, 6-in. timber drop-side.
FORD 7-ton, Comet engine, 16-ft, timber drop-lide.
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1958 body, deal 13. 2-stroke engine, 2-speed azie, body, deal 13. 2-stroke engine, 18-ft. platform

1957 (2011) pailform nouy.
1958 body.
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1958 body.
1958 body.
1959 Brusheel coupting.
1959 Brusheel coupting.
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THAMES County, 60 engine, County third axie, 2.1-ft. piatform body, immacuntation body.

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955 E.R.F. 8-ton 16-ft. double-drop-side truck. 1956 TS3 7-ton 18-ft. drop-side truck.

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1958 steel-bodied tipper, Leyland engine, 9.00 x 20
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1958 steel-bodied tipper, Leyland engine, 9.00 x 20

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1960 FORD 4D disel 3-ton drop-side truck, 10,000 mics. £465.
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1959 Trader diesel 7-ton long-wheelbase drop-side condition. 28-ft. body, 9,00 x 20 tyres, first class 1957 side truck, losed, 4-ton long-wheelbase drop-side truck in the condition. 28-ft. body side truck in the condition. 28-ft. body reconditioned with Buco extension 23-ft. body reconditioned the condition of the condition of

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platform. Steer, air brakes, 6LW 5-speed box, steller model 23-ft, platform body. Steer, air brakes, 24-ft, platform body, steller model 23-ft, platform body, ATKINSON tractor, air brakes, 6LX, 5-speed box, 28-ft, York tandem trailer.

NEW COMMER 10-ton Unipower, 6-wheel, diesel

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IMMEDIATE delivery of 40 brand-new Morris-B.M.C.
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5-TON MORRIS 6-cylinder truck, in good working con-dition, (250, c) to truck, choice of two, 1959 Edward 625, c) to truck, choice of two, 1959 BEDFORD 10-12-cwt. van, £200.

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NEW Thames Trader Lutons, NEW MORRIS vans, 4-ton-30-cwt., J2; J4 and LD.

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1951 LEVLAND Comets, diesel, Et /2

1957 ATKINSON SLW, four wheeler, 20-ft. platform, 2-speed axle, £825, and 25 ft. Duramin platform, double drive, £775. FODEN SLW, twin steer, £690.

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1958 1959 and 1960 CA vans, long and short, from 1958 BEDFORD Hawson CA van, one owner, first-class condition, choice of two, from £250, 1956 BEDFORD 3-ton petrol Souring van, £225.

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1957 Perkins P6 engine, escellent condition.
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of owner control.
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1956 B.M.C. drop-side lorry, reconditioned diesel engine, very clean.

NEW LEYLAND Comet lipper, Type CS3-2R, immediate delivery.

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1957 COMMER TS3 7-ionner, fitted Boys 6-wheel extension, drop-sided body, choice of two, 1959 (Late) COMMER TS3 30-box, air brakes, 9,00 x 20 tyres, 2-speed gear-box, 6-wheeler extension, Eaton 2-speed gear-box, 2-speed g

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1955 AUSTIN 5-ton normal-control long-wheelbase chassis-eab, fitted with diesel engine, low mile-1956 COMMER "-ton double-drop-side 18-ft, body, 1956 diesel engine, low mileage. 1956 drop-side truck, diesel engine, choice of two, 1954 MORRIS Prime-Mover, diesel engine, Tasker coupling, good shunt vehicle.
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1960 BEDFORD 8-ton tractor, diesel, 2-speed aste, part-exchanges, our price 5590, 1950 BEDFORD 7-tonner, normal-control cab platform length to 19 ft, cost £1.500 new, one owner, one driver from new, our price £675.

1958 FORD Trader, 7-ton with extended chassis to me driver from new, our price £675.

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FORD MAIN DEALERS, CHIGWELL ROAD. WOODFORD GREEN.

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1957 choice of two, 12-cwt, van, in immaculate order
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1954 Caustin 3-ton tipper with 4-litre B.M.C. diesel
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1957 AUSTIN 3-ton Luton van, B.M.C. 4-cylinder
1957 Sood condition, E175 van, heater, rewired, very
28-Ft. 19-12-ton drop-frame Scammell trailer, rebuilt,
8-ft. on top, 20-ft, in well, 29 x x twin tyres, £400,
5-ft. 10-12-ton rebuilt trailer, Scammell coupling,
8-ft. wilde, very low platform, 29 x 8 twin tyres,
1909 S-ft. wilde, very low platform, 29 x 8 twin tyres,
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1909 S-ft. wilde,

20. FT. 10-ton CARRIMORE trailer. Scammell coupling. 20 FT. 8-ton Scammell trailer, £75.

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AUSTIN 3-ton forward-control long-wheelbase, new engine recently fitted, £250.
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1961 COMMER 4-berin de luxe Caravette, 2,500 miles, as new. 6695.
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1957 Thames 2-ton van, in green, £350. 1957 BEDFORD Workobus in green, £150.

1956 Thames 3-ton truck with 4-cylinder diesel

"HAMES Trader 7-ton 108-in. drop-side and fixed-side tippers, ex stock." "HAMES Trader: 139-in. and 160-in, chassis-cabs ex HOICE of several second-hand 5- and 7-cwt. Thames

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1960 BEDFORD 7-ton normal-control. 300-cu.-in. vehicle in every respect. £795.

BEDFORD 7-ton long-wheelbase dipser, an attractive vehicle in every respect. £795.

BEDFORD 7-ton long-wheelbase diesel drop-side truck, all good tyres, in excellent mechanical condition. eboice of three 1595 onwards, from £375, amed wooden 1958 platform 16-ft. body. 5-speed gearbox, a real quality vehicle at an extremely attractive price, £695, 1956 ram tipor, 9.00 x 20 tyre equipment, ready for immediate use, £550.

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1936-113

1960 August, B.M.C. high-sided coal tipper, £245, 1938
Bedford Arkinson short-wheelbase tipper, £245, 1938
Bedford 7-ton R6 chassis and cab, £175, 1938
Bedford 7-ton R6 chassis and cab, £175, 1938
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£135. 1955 FORD 4D diesel large boxvan, one owner. £175. 1956 BEDFORD 5-ton diesel short-wheelbase tipper. £100. 1950 BEDFORD-SCAMMELL diesel tractor. clean appearance.
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£85 20-ft. 8-ton Dyson drawbar trailer. £85. 20-ft. 8-ton Dyson drawbar trailer. CAMMELL 6-ton semi-low-loader trailer.

CAMMELL trailers, all sizes, from £50.

Pilot tipping gear, single ram, complete, for 5-ton long-wheelbase Bedford.
Two 1954 BEDFORD 10-ton Scammell tractors, R6 diesel engines, good runners, rough appearance, £70 ch.

127 HILL TOP, WEST BROMWICH.
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EW BEDFORD TK 7-ton 6-cu-yd. tipper, 300 diesel. immediate dedivery.

EW BEDFORD TK 7-ton 6-cu-yd. tipper, 300 diesel. immediate delivery.

Scammell conversion, immediate delivery.

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Scammell conversion truck. 20-ft deposition truck. 20-ft delivery.

Scammell conversion truck.

Scammell conve good BEDFORD Utilabrakes available.

PENFOLD MOTORS, 2-22 BURNT ASH ROAD, S.E.12.

BIRMINGHAM COMMERCIAL OFFER:-

1957 ALBION tractor, 1,850-cu-ft. trailer. 1956-7 ALBION tractors. Scammell coupling. 1954 FODEN 6-wheeler.

1950-60 Trailers, jong-wheelbase and short-wheelbase.

NEW DODGE, most models available.

NEW MORRIS Lutons, 1,800 cu. ft.

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DICKINSON AND ADAMS, LUTON, LTD., Leagrave Rd. Luton Beds, offer.—
1958 Chapter 24) 7-fron Trader drop-side truck, diesel plat1955 (October 18) COMMER 7-ton TS3 diesel plat1959 July FORD Trader 3-fron 4D diesel tipper, milesue, good condition, taxed December, £329.

1956 MORRIS 5-ton drop-side truck, reconditioned truck, four new, three good tyres, taxed to December, 16-ft, body, £165.

1957 KARRIER 3-4-ton drop-side truck, good condition, 14-ft, body, £65, 1958 MORRIS 3B van, 10-12-cwt., £195.

1958 BEDFORD CA van, £185.

BEDFORD CA van, £185.

1958 BEDFORD Grafton Grosvenor 12-seater, resprayer as new, £330.

1960 (March 28) STANDARD Atlas pick-up (18 cwt.), unwritten, blue, 19,000 miles, taxed December. good tyres, new spare, £250.

DICKINSON AND ADAMS. Luton 51221.

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New BEDFORD 7-ton TK 167-in-wheelbase chassis and cab, 300 diesel, 2-speed azle, 9:00 x 20 tyres. BEDFORD R-type 4 x 4 short-wheelbase bipper with telehosis gear and body, 300 diesel, list price.

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BEDFORD 7-ton diesel truck, 2-speed axle, power steering, sound conditions, £340.

9:30-254

A NDERSON AND BLAKE, Southfield Garage,
BEDFORD Q4 x 4, unregistered, choice of several from E125.

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1959 Trader 6-wheel drop-side body, £1,000.

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1958 Trader 7-ton long-wheelbase twin-ram tipper.
9 cu. yd., 6625,
1955 ALBION Chieftain chassis-cab, new tyres,
mechanically good, £495.

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EW Thames Trader 7-ton 6D diesel tipper, steel body, immediate delivery, choice of two, £1,450, EW AUSTIN 1-ton petrol van, primer, £716.

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EW AUSTIN J4 10-12-cwt. van. £470.

EW 7-cwt. Thames van. in primer, at £417 66

W 5-cwt, Thames van, in primer, at £389 7s.

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Few LEYLAND Beaver tractor with Power Pius engine and fifth-wheel coupling. Few LEYLAND Comet forward-control tipper, com-

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1957. August, BEDFORD, Leyland Comet diesel, Anthony 877 tipping gear and 7-yd. drop-side estel body. reg mart, two, each at £485 per side of truck. The state of the state of truck. The state of truck. The state of truck. Rd. Hanwell, London, W.7. Phone, Ealtar 2811. 933-6483

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80 THE COMMERCIAL MOTOR—October 13, 1961 New Goods Vehicles (contd.)

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NEW TROJAN 20-cwt. and 25-cwt vans, personnel wagon and rural bus; full range of spares and first-class service from:—O CO. (MANCHESTER), LTD... WILLIAMS MManchester. 3. Phone, Deansgate 281-5-4-291 information and proceedings.

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FIVE 1959 A.E.C. Reliance 34-scater coaches, air brakes and Ashanco exhaust brake, centre entrance Duple Britannia hody fitted with radio, heater, public address system, roof quarter lights, pleated sun blinds and curtains, luxury seating with arm roets.

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930-330

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A USTIN 1959 Kenex 11-seater de luxe, blue-grey, certificate 1965, 27,000 miles only; exceptional condition, 1550. H.P. terms. Miller Brothers Coaches, Ltd., Staple-ord, Cambridge, Shelford 3021, 930-x790s

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1954 BEDFORD Riviera 38-scater, petrol engine exterior, red-grey interior, 1962, blue-arey exterior, red-grey interior, 1995 n.o., Sowerby's Tours. The Garage. Gilstand, near Carlisle. Phone. Gilstand 234.

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959 BEDFORD 29-seater Duple Vista, £1.850. 1948 BEDFORD 29-scater Duple Vista, £120 o.n.o. AY HUNT, LTD., Brox Rd., Ottershaw. Phone, rshaw 461, day and night. 930-359

1957 SB3 BEDFORD Duple 41-seater luxury coach, certificate of fitness to 1964 and finished in red and cream exterior colours with red interior upholstery, i.e., heater, wheel trims, public address and radios, excellent order throughout, only £2,295 o.n.o. 1952 BEDFORD 33-35-seater Duple, blue exterior, red interior, very clean and useful vehicle, certificate of fitness to 1962, bes: offer secures.

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BEDFORD 33-seater Duple coach, four-year certificate, very nice condition, reasonable offer. Albert, 40 gan-x 881ft 930-x 880ft

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SEASONAL REDUCTIONS. 1957 BEDFORD 41-seater Duple Super Vega, exterior finished cream and red, interior trimmed red, coach in really first-class condition, certificate of fitness

1957 BEDFORD 41-scater Duple Super Vega. exterior maroon and grey with red interior trimming, certificate of fitness 1964.

frimming, certificate of filness 1994.

1956 BEDFORD 31-seater Duple Super Vega, exterior serves sound vehicle recertified to 1966.

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vehicles have received thorough check-over airs as necessary and are offered for sale

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Phone, Welwyn Garden 24132,

1954.5 BEDFORD Super Vega 35-seater observa-tion saloons, petrol, just released from public group, certificates of fitness 1964 (October), immasculate condition, intercom fitted, £1,200; choice of two. Apply Frating Works, Frating, near Colchester, Essex. Great Bentley 230.

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166 MAIN ROAD, SUNDRIDGE, KENT, Brasted 291.

1951 BEDFORD 35-scater Thurgood, certificate of fitness 1965, £450. 1948 BEDFORD Vista, excellent condition, £125 or near offer, no certificate of fitness. 930-383

1961 BEDFORD, petrol, 8 ft., 41 seats, Planton, gangway armers, power steering, heaters, three 3-way miners, power steering, heaters, three 3-way miners, power steering, heaters, three 3-way miners, 1908, body light blue and silver, interior blue and being, mitigage 15,000, £3,000, lovely job, cost £4,250. MALLINSON'S MOTOR TOURS, Ellerthwatte Square, Windermere, Phone 161, 348 or 321. 930-881

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1960 Or 1961 BEDFORD, diesel, 41 Duple for 1959 Bedford 41 SB3. Box CM2810, care of "Commercial Motor," 93

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1956 COMMER TS3, 41-seater Duple, new engine and repainted, 5-year certificate of fitness, CONWAY HUNT, LTD., Brox Rd., Ottershaw. Phone. Ottershaw 461, day and night. 930-360

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COMMER TS3 41-seater Duple, fitted radio, heaters air brakes, 5-speed gearbox, cream-grey exterior; red interior, certificate of fitness 1964, first-class condition, consider 29-seater Bedford part-exchange, H.P. facilities, Halts Motors, Waterbeck, Lockerbie. Phone 201.

#### Used Passenger Vehicles (contd.)

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1960 COMMER TS3 41-seater Duple coaches, modified suspension, air brakes, heaters, etc. 40,000 miles only, available early October, can be painted to your instructions and delivered for £3,500 each; choice

to your instructions and delivered for \$3,300 each; choice of 10.

COMMER T83 41-seater Duple coaches, modified suspension air brakes, heaters, etc., 1958 COMMER T83 41-seater Duple and Plaxfor coaches, cour own fleet, choice of from coaches, ct. our own fleet, choice of 10. overhauled and painted to your instructions, £2,500 each.

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DAIMLER double-deck buses, fitted with 5-cylinder Gardner engines, recently reconditioned throughout, mechanically perfect, the bodies being in first-class order, two-year certificate of fitness, ready for service. 930-104

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1960 FORD Thames luxury coaches fitted with 41-engine, body and chassis in perfect condition, certificate of fitness 5.2.67; choice of five, £2.750, no offers. Terms

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A. SPRINGALL, LTD., Plumstead Common, S.E.18, Woolwich 5318.

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HEY are in absolutely first-class condition and have been operated and maintained by ourselves since new.

GLIDERWAY COACHES, LTD.,

316 BEARWOOD ROAD. BIRMINGHAM.
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449

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LEYLAND TS4, 1949 body, 8.6 diesel engine, 33-seate clean condition certificate of fitness December, 196

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of two, price \$1,250.

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1952 33-seater, BEDFORD Vegas, with fully fronted pulper bodies, no bulkhead, low-mileage petrol engines, from large operator in coastal resort, seasonal use only, certificate of fitness, 1962, in process of being recertified and will receive four—to five-year certificate of fitness, 1962, in process of being recertified and will receive four—to five-year certificate of fitness, 1962 as with fully fronted fitness.

recertified and will receive four-to unexpease extension of the price 6750 and with fully fronted 1953 35-seater BEDFORD Vegas, with fully fronted Duple bodies, no bulkhead, low-mileage petrol engines, in immaculate mechanical and body condition, from large operator in coastal resort, seasonal use only, certicate of fitness 1965, choice of two, price 4850, continued to the coastal resort, seasonal use only, certificate of fitness 1964, choice of two price 4850 and the condition of the coastal coastal full-luxury bodies, special high-backed seating, center roof lights, no bulkhead, in immaculate mechanical and body condition, certificate of fitness 1964, choice of the price 4800 and 1964, choice of fitness 1964, choice of the price 4800 and 1964 and

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1961, May, BEDFORD diesel Plaxton 41-scater de heater, publica de saloon, perfect condition throughout, heater, perfect condition throughout, heater, perfect de saloon, perfect condition throughout, miles (choice of frees), cream exterior, red interior, 16,000 miles (choice of three), all as new, 13,000 miles (choice of three), 1959, June, BEDFORD Super Vega, Duple 41-scater juxtiff conditions, 1960,

LEYLAND 1949 LEYLAND, 9.8-litre oil engir

1958 COMMER TS3 Duple 41-scater, cream and red.

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1958 COMMER TS3 Eaton 2-speed axie, 41-sease the state, interior red moquette, exterior cream and grey, it satellites the condition throughout, certificate of fitness 1965 BEFFORD, Plaxton 41-seater full-fuskury body for your state of the state of the

roof vents and many vibrations 1966.

1956 BEDFORD Super Vega, 41-scater full-luxured studies of the property of the property

panels, interior red moquette, externor certificate of fitness 1966.

COMMER TS3, 41-scater full-luxury Duple 1955 COMMER TS3, 41-scater full-luxury Duple fitted with heaters. Formica side panels, interior autumn fitness page 1967.

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1952 BEDFORD Super Vega, 37-seater full-luxury good clean condition throughout, estimated with the seaters, interior red moquette, good clean condition throughout, estimate of times 1962.

1952 A.E.C., 96 oil engineer of times with heater, in good clean condition throughout, estimated with heater in good clean condition throughout, estimated of fitness

A deseater Plaxton Embracy

N. E.W. 1962, model BEDFORD J2 diesel 18-seater Plaxton

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1951, model of Brader diesel 41-seater Plaxton Embrassy.

N. L. 1963, model of Brader diesel 1953, model of BEDFORD SB3 petrol 41-seater Duple Super Vega, choice two, Triplex quarter lights, heater, 1953, model of BEDFORD SB3 petrol 41-seater Duple Super Vega, heaters, choice selection of the Seater Duple Super vega, heater, seater Burlingham 1954, model of the Seater Seater (1954), model of the Seater Seater (1955), model of the Seater Seater (1955), model of in good clean condition introgenous, seriminary Dispite 1962, 1950 BEDFORD Vista, 29-seater full-luxury Dispite body, Formica side panels, in good clean condition introduction, certificate of fitness 1964, and mobile Several. Several serious conditions the serious series of the ser

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October 1962.

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OMPLETE engines for Dennis Lancet III.

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1961 TROJAN 13-seater, blue, high back seating beater, lift-up roof vent, one owner, low mile-

1959 Model (registered October, 1958), BEDFORD diesel Super Vega 41-seater, Duple, red interior,

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1958 BEDFORD petrol. 41-scater Duple Super Vega body, red interior, very clean, £2.475.

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1757 engine, Dupre, arms, and interior, £2,850, RD.
1957 BEDFORD, petrol, 37-scater, blue interior, 1954 blue and grey exterior, one owner only, above average condition, £2,400, 1954 BEDFORD Yeases 36-seater, red interior, creamful red exterior, one owner, certificate of fitness

1964, £1,650.
1952 DENNIS J10A chassis, full-fronted Strachen body, 37-seater, green interior, certificate of

1952 body, 17-seater, green interior, certificate to fines 1962, £250.

1951 BlewNisseed alle red interior, £675 BlewNisseed alle red interior, £6750 blew body, red interior, certificate of finess 1963, £295.

1950 AUSTIN 33-seater Kenex full front body, red interior, certificate of finess 1963, £295.

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1959. May. BEDFORD 41-scater Super Vega. £2,895. blue-grey.
1959. Vega. £3,150, blue-grey.
1958. vega. £3,150, blue-grey.
1958. April. BEDFORD-LEYLAND 40-scater Super Vega. £2,750, ed-lyony. BEDFORD-LEYLAND 36-scater Continental. £2,975, blue-grey.
1953. July. BEDFORD-LEYLAND 36-scater Continental. £2,975, blue-grey.
1953. July. BEDFORD-LEYLAND 36-scater Continental. £2,975, blue-grey.

# PETROL.

May, BEDFORD 41-seater Flaxton. £2,650, blue-grey. BEDFORD 41-seater Plaxton. £2,650, blue-grey. BEDFORD 41-seater Burlingham, £2,595, maroon-cream. April BEDFORD 41-seater Super Vega. £2,250, cream-blue. EDFORD 41-seater Super Vega. £2,095, green-violy. BEDFORD 38-seater Super Vega. £1,695, green-violy. April, BEDFORD 38-seater Super Vega. £1,550, company of the seater Super Vega. £1,550, company of the

ALF MOSELEY, LTD., FORD THAMES P.S.V. DEALERS.

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1960 FORD Thames Duple 41-scater, blue interior, or hades blue with K-type mouldings, choice of two, £3,450.

1957 February 1960 Duple Super Vega 41-scater, red, and the state of the s

ensine fully reconditioned, Just recertified until June, 1965, 1,085.

1951 LEYLAND Royal Tiger Bellhouse Hartwell 41seater, red interior with heaters, exterior grey and red. certified 1963, 2985.

1951 SENTINEL (4-cylinde, very nice brown-crange interior with nipse. heating, exterior lover with nipse. heating, exterior lover with liber coach body, red interior with nipse. heating, exterior lover with liber coach body, red interior with heater, exterior cream and comercial coach body, red interior with heater, exterior cream and comercial April, 1964, 2685.

1950 LEYLAND PS1 Burlingham 33-seater half-cab assoon, blue interior with heater, exterior usual sadoon, blue interior with heater, exterior wo shades blue, nice clean vehicle, certified February, 1965, 2685.

5485.

1949 DENNIS Yates full-front 33-seater coach, green certified March, 1965, Eds.

1949 Coach, in the cater, exterior green and cream, 1956, Eds.

1949 Coach, in very clean order, certified April, 1962, note the price, £885.

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Phone, Bradford 681144-9. THE FOLLOWING MACHINES ARE NEW AND UNREGISTERED AND ARE OFFERED AT GREATLY REDUCED PRICES.

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1959-60-61 FORD Trader 41-seater Duple bodies, choice of 20. These machines have been on private three and touring only. Prices range from £2,500 cach for special clearagement, prices range from £2,500 cach. These machines are immaculate. Prices ranging from £2,600 cach.

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1960 BEDFORD diesel 41-seater Duple, red and tyory interior, red moquette, 53,400.

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1952 BEDFORD 38-seater Duple Yeaa, certificate of fitness 1963, 50-dece of two, £1,050.

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PASSENGER TRANSPORT SPECIALISTS. SEE SEPARATE ADVERTISEMENT UNDER COMMER.

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Ery, special prices to clear.

1959 extenor.

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SPECIAL END-ON-SEASON SALE.

ALSO LARGE SELECTION OF 33-SEATER DIESEL VEHICLES ALWAYS IN STOCK.

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OFFER THE FOLLOWING SELECTION OF Used Bedford Coaches. ALL THESE VEHICLES ARE IMMACULATE AND

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BEDFORD petrol 35-seater Plaxton, finished in black and ivory, red interior, radio and heaters, certificate of fitness March, 1964.

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1954 Respectively for the provided of the period of the p

1950 FODEN 6LW (front end) 33-seater, full front, very clean interior, certificate of fitness April,

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1936 LEVIAND TS7, rebodied in 1949, with Harrington 33-seater body, clean interior, certificate of fitness January, 1963.
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NEW Bedford and A.E.C. for early delivery, 1955 A.E.C. Reliance Burlingham, 37-seater.

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BEDFORD 29-scater Duple Vista, £1,850.

948 BEDFORD 29-seater Duple Vista, £120 o.n.o. AY HUNT, LTD., Brox Rd., Ottershaw Phone, shaw 461, day and night, 930-358 44 INGE STREET (NEXT TO HIPPODROME).
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Phone, Midland 1355.

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1958 COMMER TS3 41-seater Plaxton.

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1956 ST BUDFORD, 41-seater Duple, wireless, P.A., choice of two.

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BEDFORD 33-seaters, Duple and Plaxton, object of two Duple and Veates bodies.

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END-OF-SEASON BARGAINS STARTLING REDUCTIONS. FIVE-YEAR CERTIFICATES.

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1951 blue and cream, choice of two,
1953 BEFFORD Dule 35-seater, blue and cream,
1953 Certificate of fitness, 1963
1952 LEYLAND Royal Tiger Harrington 41-seater,
1963

1948 FODEN, 6LW Gardner, Windover 33-seater, blue and cream, fawn interior, certificate of

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DUNSTABLE. MAIN FORD DEALERS.

MAIN FORD DEALERS.

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1960 Thames Plaxton 41-seater with Eaton.
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1959 GREFORD SBI plaxton. C-type Consort.
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1954 BEDFORD R6 Mk. II Duple 38-seater, certificate of the State Special Company.

1954 extras. 1952 A.E.C. 9.6 All Weather 37-seuter, certificate of fitness 1962. PHONE. DUNSTABLE 64381.

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fitness 1962.

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1943 deckers. Archive fitness points of fitness 1962.

1943-45 DENNIS Lancet 6LW Gardner double-deckers, Northern Counties bodies, certificates of fitness 1962-64. 3-seater Weymann service saloons, in excellent mechanical condition.

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We have the following vehicles of our own for sale.

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1959 BEDFORD petrol 41-seater Burlingham, grey and red interior, certificate of fitness 1966, 1958 BEDFORD petrol 41-scater Duple, arey and resulting interior, certificate of fitness 1965, £2.206.
1958 COMMER 153 39-scater Duple, autumn tint
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1947 BEDFORD Visita 29-scaters, in good running
A.L. the above vehicles are fitted with heaters and many other extras, eatertor colours are finished in two thades of blue.

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FOURWAYS GARAGE, ARCLID, NEAR SANDBACH, CHESHIRE: Phone, Smallwood 225, 226.

1960 FORD Plaxton, quarter lights and many extras.

1960 FORD Plaxton, quarter lights and many extras.
1959 BEDFORD Plaxton, quarter lights and many
257 BEDFORD Plaxton.
1958 BEDFORD Plaxton.
1958 BEDFORD Duple 41-seater.
1956 COMMER TS3 41-seater.
1952 BEDFORD Plaxton 33-seater, choice of two.
Various period and diesel coaches available for works
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1960 A.E.C. Duple, 1959 Ford Harrington, 1955 Commer Duple, 1956 Commer Planton, 1955 Commer Duple, 1956 Commer Planton, 1955 Commer Duple, 1956 A.B. Duple, 1956 Commer Planton, 1955 Commer Duple, 1956 Commer Duple, 1957 Commercial Celebrate (1952), 931-8790 DENNIS 1950 Lancet 33-seater, certificate of fitness 1962, 2939 Bedford hus, 1956 Al-seater, certificate of fitness 1963, 2830 Endough Duple, 1956 Commercial Certificate of fitness 1953, 2830 Cardner engine, 4450. Eims Transport, 384 Senton Rd. Senton, Midd. Wordsworth 3159.

October 13, 1961—THE COMMERCIAL MOTOR 85

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EVENINGS, OLDHAM MAIN 2461. SECOND-HAND COACHES.

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1954 BEDFORD petrol 36-scater Duple, radio, microphone, heaters, 24-volt system, heautiful, reconditioned, repainted blue and white, certificate of fitness

1964, £1.575.

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CARRIMORE close-coupled articulated 6-wheelers, hand-some appearance and ideal weight distribution. CARRICO CONTROL OF C

25 cU.-YD. four-in-line tipping trailer, 20-ft. alloy drop side. £1,650 Waltham Cross 22142 931-6439 1957 20-ft. Scammell trailer £420. 931-6439 1955 20-ft. Scammell trailer £420. 1955 23-ft. trailer £430 Scammell unit with \$1955 23-ft. trailer £350st 10-ton unit, fifth-wheel coupling and 22-ft. Dyson trailer £259. 1957 25-ft. SCAMMEL 8-ton trailer, in immaculate conditions and 22-ft. Dyson trailer £259. CHANDLER'S MOTORS LTD., 71 Greenwich South St. London, \$£10. Gree 2033-4. 936-438

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NEW 8-, 10- and 12-ton BEDFORD TK model tractors.

NEW Scammeli trailers, automatic and fifth-wheel USED vehicles; bodywork; road tankers, etc.

ESTIMATES and demonstrations.

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HIGH STREET DORKING, SURREY.
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A USTIN 1939 120-in. prime mover, 2-speed asle, 9.00 x 20 tyres, fifth-wheel coupling, 17-ton G.T.W. 2995.

IMMEDIATE delivery AUSTIN prime movers, with 2-speed asle, 7.50 x 20 tyres and a Brockhouse automatic interchangeable coupling.

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Negretary towing ambulance, twin solid tyres.

White the control of the contr ed. £525 heavy-duty towing ambulance, twin solid tyres, trently unused, £70. VASS LTD., Ampthill, Bedford. Ampthill 5-6.

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A.E.C. Matador 4 x 4 breakdown recovery vehicle, new-type A.E.C. cabin and body, reconditioned 7.7 diesel engine, new Harvey Frost heavy-duty crane with certificate, power winch, air brakes and new-wiring, cost over £1,690, to clear £1,200. Apply Frating Works, Frating, near Colchester, Essex. Great Bentley Works, Frating, near Colchester, Essex.

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DENNIS Ace ex 20-seater converted into caravan, excel-lent condition, engine reconditioned, suitable for travelling shop, mobile canteen, £85 or offers. Reeves, 34 Carr Lane, Acomb. York.

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In 4 x 4 ind 6 x 4 drive vehicles. Specialists
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STUDEBAKER 6 m 6 with sugar beet raves and tipping gear, £200. D. Dring, "Norwood House, Station Rd., Gedney, near Spalding, Lincs. Phone, Long Sutton 1242.

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Let us quote you for a Freight light-elloy Luton on your chases, 500 to 2,000 cu. ft.; prices from £350. Two-year guarantee

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A USTIN 152 chassis, fitted with large capacity Luton body available. A body available.

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A 600 cc. Luton body, paint to choice. with 500 cc. Luton body, paint to choice. in prostress.

Tway's a large selection of Austin trucks and vans from 5 cwt. to 5 100 ft.

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1960 KARRIER Gamecock 4-ton diesel boxvan, 8,000 miles, cost new £1,400, our price £725.

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1,300- To 1,500-cu.-ft. 1954 BEDFORDS, choice integral cabs, aluminium bodies, petr 1.050 °CU.-FT. 1958 BEDFORD 300 diesel pantech-nicon. Plymax body, £500. CHANDLER'S MOTORS. LTD., 71 Greenwich South St., London, S.E.10. Gre 2033-4.

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WO 1952 OL, 1,350 cu. fr., £300 each.

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FOUR 1953 A, 1,500 cu. ft., £300-£500 each.

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1953 BEDFORD 30-cwt. Luton van. 500 cu. ft., £195.

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SMITH'S used Karrier Bantam long chassis, 1960, com-pletely equipped, including Carrifreeze grocery shop, mileage under 5,000, £1,475; also Commer diesel, 1957, £795; and Karrier Bantam, 1960, long chassis, 350 miles only, £1,395; 1960 Thames Trader Supermarket with deep freeze, £1,495; and Bedford, Fordson and Morris used mobile shops and canteens, for all trades, Lawton-Gnodman, 135 Cricklewood Broadway, N.W.2. Gladstone 2326.

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INSULATED detachable container manufactured by Banallack, external length 20 ft. 6 in., width 7 ft. 8 in., helishi 8 ft., two rear opening doors, cubic capacity Contained to the Contained Containe

BEDFORD 30-wt, refrigerated boxvan, complete with compressor, recently overhaused, new diesel engine. Over Hall Garages, Ltd., Staines Rd., Bedfont, Middx. Ashford 5741.

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MMEDIATE delivery of new Ford Thames Trader 14-ton

AD diesel refriserated van of 320 eu, ft. capacity,
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Austin, L500 and L200-leal print tankers and large
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A LBION second rund ex-petrol tanke capacity, three divisions, streamlined be six Fishponds Motor Co., Bristol 653473.

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SALES AND SERVICE AGENTS.
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HAROLD A STON, LTD.,
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950-GALLON Bedford QL 4 x 4, excellent condition MERTON ENGINEERING CO., LTD., Faggs Rd., Feltham, Middx. Phone, Feltham 6208, 3045,

FODEN 6-wheeler double-drive 1850 3-compartment 1950 per compartment 1950 per compartment compartment, expected on the compartment of the compa

1954 JONEN FOR articulated, stainless-steel, lagged order, one owner since means aske lanker, in first-class order, one owner since may good order.

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Two new Scammell articulators, 3,600 gallon, pressure discharge. New Caledonian 4,000-gal. spirit tanker, lagged. Immediate delivery; will separate either, 1957 Bedford tanker, 2,400 gallon, articulated. 1958 Leyland 5,000 gallon, pressure discharge, 1953 pump.

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SELECTION of new tankers, various models.

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1952 LEYLAND Octopus. 3.600-bal. fuel oil or spirit tanker with pump, choice of several.
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1952 COMMER 1.800-gal. 4-compartment very clean.
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A iR compressors, electric or petrol-engine driven, mobile and stationary types, 5-35 cu. It per minute, 100-150 lb pressure. Paddon cylinder-boving machines 2.2 in to 5.5 in by 14 in capacity, 415 volts, 490 Burtonwood ditto, 2.2 in to 45 in, capacity, 20 volts, 656 L. W. Vass. Ltd., Ampthill, Bedford. Ampthill 2355-6

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AT 2 P.M.

SALE BY AUCTION OF LUXURY COACHES. PASSENGER AND

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BUSINESSES, PREMISES, OFFICES,

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1957 BEDFORD 7-ton long-wheelbase lorry with A

1975 BEDFORD diesel 7-ton long-wheelbase tipper with B licence, based Manchester, £1,750.

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930-298

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SOUTH Yorkshire area, four A licences, 13 tons unladen weight, very good normal user, diesel engines, also me property, would make ideal provincial depot, relating transport of sale. Apply to Box CM2934, care of "The Commercial Motor."

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EASTERN GAS BOARD ADVERTISEMENT

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TOTTENHAM AND WATFORD DIVISION.

APPLICATIONS ARE INVITED FOR THE POSITION OF TRANSPORT MANAGER OF THE TOTTENHAM AND WATFORD DIVISION OF THE BOARD WHOSE OFFICE WILL BE AT WOOD GREEN, N.22.

OFFICE WILL BE AT WOOD GREEN, N.22.

Applicants should be under 45 years of age with a thorough knowledge of automobile ensincering and have not considerable experience of the property of th

#### THE INDUSTRIAL RELATIONS OFFICER.

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SUN BUILDING.
CLARENDON ROAD. WATFORD.
marked Confidential and should arrive not later than
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F. J. MARTIN.

TRAILER building company require competent design draughtsm in with experience of trailers, tractor fifthwheel and automatic coupling installations to work on interesting development of existing and new designs. Adequate salary to the satisfactory applicant. Write call or phone Chief Draughtsman, Hands (Letchworth), Ltd. Exhield Way, Letchworth, Herts.

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930-52

PERSONAL Assistant to General Manager of small but sexpansionist minded bodywork business. Duties will include backing up the General Manager in all matters but principally production planning experience in the industry and a knowledge of body construction, painting, draughtsmanship is desirable Lancashere Area, Box CM2918, care of "The Commercial Motor."

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"ENIOR commercial vehicle satesmen flully experienced."

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"required for expanding business following erection of acw premises exclusively for commercial vehicles in High Rd. Goodmayes. Territory covers wide area of busy East London Good salary and commission, car supplied. Pension scheme in operation. Apply by letter, stating acc, experience and salary required, to Sales Director, Caming Motorsy, Ltd., Austin Distributors, High Rd. Goodmayes, filtord.

ESTABLISHED P.S.V. dealer with good connections requires services of fully experienced vehicle sales representative to cover Midlands area, preferably with knowledge of this particular type of business. An excellent man, Gordon of the consecution of the control of the control

ndence to Box CM2927, care of "the Commercial Motor."

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October 13, 1961-THE COMMERCIAL MOTOR Q3

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Age 23-28 years old. Excellent prospects. Apply giving full details and salary required to:

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Motor."

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94 THE COMMERCIAL MOTOR-October 13, 1961 Miscellaneous Advertisements (contd.)

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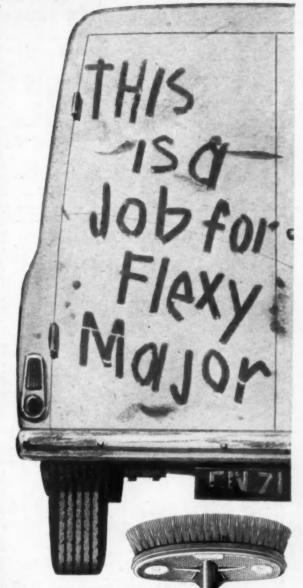




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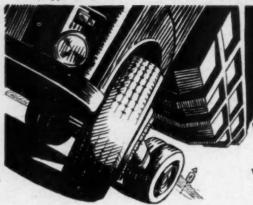
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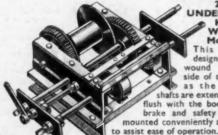
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